

AMERICAN NURSERYMAN

Serial Dept.

The Nurseryman's Forte: To Make America More Beautiful and Frugal *Nov 29 1960*

DECEMBER 1, 1960



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Linden, Redmond, pyramidal	B	B		B		
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Maple, Norway <i>columnaris</i>	B	B	W	B-W	W	W
Maple, Norway Variegated		B	W	B-W	B-W	
Maple, <i>schwedleri</i>	B	B	W	B-W	W	W
Maple, Crimson King		B	W	B-W	B-W	W
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The Nurseryman's Forte: To Make America More Beautiful and Fruitful

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Forms for the January 1 issue will close Friday, December 9

Forms for the January 15 issue will close Friday, December 23. Mail copy to arrive at Chicago by these dates — no later.

Couple of months ago, we began noodling with the problem of how to tell you about the New Rose Growers Handbook of 1961. Bigger problem than you might think. Can't just say, Hey, it's here! We thought about saying the New Rose Growers Handbook was a "thinking" retail nurseryman's Handbook, only we were afraid someone might think WE thought some nurserymen didn't think. And you can see where that might lead. Then we considered saying the New Rose Growers Handbook had a special binding of high porosity paper. Nothing came of it. Someone suggested we take a picture of a man wearing an eye patch holding a Rose Growers Handbook while seated behind the wheel of a Rolls Royce. Just didn't come across. Finally we hired a girl to go 'round the country as "Miss Howards of Hemet Rose Growers Handbook of 1961". Trouble was the ribbon had so many words on it by the time it was properly draped, you couldn't see the girl. We gave ourselves an A for Active effort. Now we want to give you an A for Act Now... order. Check the Facts below.



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Editorial

NEW MODELS

The crowds that attend the automobile shows at this time of year attest to the importance of new models as a stimulus to the competitive race among the motor car manufacturers. While not many enthusiasts go to the extreme of replacing their cars annually, the improvements in mechanical equipment and alterations in design give impetus to the desire to replace an otherwise satisfactory vehicle after a few years' use. Older cars rarely find difficulty in passing into the hands of other buyers, but the records of the automobile industry are based upon the sales of the new models.

In the nursery industry, those who supply orchardists and other commercial growers with fruit and nut trees, or berry-producing plants and vines, keep posted on the new varieties introduced by agricultural experiment stations and other hybridizers so that they may give their customers the latest and best in those lines. The annual catalogs of the nursery firms specializing in that field testify to the keen interest in and importance of new varieties.

In ornamental plants, also, there are constantly introduced new varieties, by hybridizers here and abroad, and sometimes new species discovered or developed by explorers and breeders. Probably these are of less interest to the great majority of gardeners than the considerable number of tried and trusted species and varieties grown by most nurserymen and offered at most garden centers, because they are well known and readily purchased by the public. As in automobiles, that larger part of the public consists of persons with limited pocketbooks, less critical taste and less knowledge about the products they are buying.

Among gardeners, however, experience with plants, coupled with greater interest and increased knowledge about them, is day by day add-

ing to the number of those seeking the new and better varieties. Inquiries made of retail nurserymen, garden centers and landscape firms indicate the rate of this developing interest. The mail-order firms in this field have long made use of novelties to attract buyers, who often purchase their ordinary requirements when buying the new things.

Experienced retail nurserymen are making use of the same interest by making displays or feature sales of newer or lesser-known varieties. To do so, they must first make tests of them as to their adaptability to the area, if that is not already known. It is as important to give the buyer a plant that will thrive as to offer him a novelty. Few gardeners wish to have to baby their plants, any more than the present-day motorists wish to take mechanical risks when driving a new car.

TELLING THE PUBLIC

Long before the approach of spring, plans must be started for the numerous projects in which nurserymen engage to interest the general public in planting and to convey more information on plants and their care. These projects include landscape clinics, demonstrations, flower shows and spring openings, whether they be of the open-house type or something else. These events do not just happen, nor do they come about by letting George do it. They necessitate much advance discussion, planning and actual work in preparation. The article in this issue on the procedure followed beforehand in the landscape clinics for which the state of Michigan has become famous will indicate some of the considerations involved. Most important is the fact that initial steps cannot be taken too early, particularly when the type of venture is new in the locality and a definite procedure has not been established for its preparation.

The attraction which these events have for the public and their success in enlarging interest in the plants nurserymen sell are obvious from the increasing number of them which nurserymen and their horticultural associates plan for the public each spring, including landscape clinics, lectures or stereopticon talks, pruning and planting demonstrations, nursery or greenhouse tours, open houses, spring "openings" of garden stores and kindred programs.

The Mirror of the Trade

ELECTION RETURNS

The recent presidential election has shown, more than any other election for many years, how small may be the number of votes which will decide so important an event. Less than one vote per precinct would have made the difference in some states. Hence it is obvious why those who seek office attach so much importance to handshakings, personal greetings and other day-to-day friendly contacts with the voters, as well as the campaign discussions of the large issues before the electorate. Although we may joke about the political glad-hand, there is no question that it has an effect.

Just as important, though all persons in business do not realize it, are the little gestures of friendship and the everyday courtesies which may be shown to customers and prospective buyers. The telephone operator's voice with a smile, the receptionist's characteristic courtesies and the salesman's friendly approach are not necessarily the inherent virtues of these people, but are the result of selection of personnel or training by employers seeking an effective way to increase business.

The retail nurseryman who relies upon the quality of his merchandise and the superiority of his stock to win buyers is akin to the politician who stands upon the large principles and issues of his party platform to sway the election. Both find, however, that friendly contact with the public and courtesy in the everyday approach are valuable aids in achieving their goals.

DWARF CONIFERS

What is termed perhaps the most remarkable collection of dwarf and slow-growing conifers in the United States was described in the lead article in the October quarterly issue of the National Horticultural magazine, published by the American Horticultural Society. It is a collection of nearly 600 kinds, all hardy, in the garden of William T. Gotelli, of one and one-half acres, at 66 Crest drive, South Orange, N. J.

His hobby of gardening, initiated nearly 20 years ago, led him to become a collector and a specialist in growing true dwarfs and slow-growing varieties, collected from all over the world. The 21 photographic illustrations of some of these rare varieties which accompany the article are remarkably good, also.

Holly Society Meets on Cape Cod

Talk on Landscape Use of Hollies and Growers' Panel are Featured on Program

By Harry W. Dengler

Two beautifully crisp and sunny fall days lent additional appeal to the program of the 29th meeting of Holly Society of America, Inc., on Cape Cod. Headquarters for the November 3 and 4 affair was the Parish Hall of St. Barnabas Episcopal church, Falmouth, Mass., with members lodging in the numerous inns and motels nearby. A total of 150 persons from many states, including distant Oregon, were in attendance.

The Thursday morning, November 3, program was of an informal nature, consisting of registration, a sightseeing tour of the upper cape region and a visit to the Lowell holly reservation, Mashpee, Mass. The latter area comprises 130 acres of woodlands, a lake and a cranberry bog, with between 500 and 600 American hollies of varying sizes and ages—all native—well interspersed among wild blueberries and azaleas in a forest of beech, oak and pine.

The entire tract is completely natural with the exception of plantings of mountain laurel and rhododendrons made many years ago in protected areas. These have flourished, some plants being as high as 20 feet, and make a superb show when in full flower.

At the same time the trustees held their semiannual meeting, with the society's president, Dr. William E. Snyder, department of ornamental horticulture, Rutgers University, New Brunswick, N. J., presiding.

Approved as tentative locations for future meets were Asheville, N. C.; Williamsburg, Va.; Millville, N. J.; the University of Maryland, College Park, Md., and the United States National Arboretum, Washington, D. C. The trustees authorized the registration committee to revise the society's Holly Check List and to make provisions for adding yearly supplements as new hollies are named and approved by this group.

Secretary-treasurer Charles A. Young, Jr., city forester, Baltimore, Md., reported that the society had a total of 1,037 paid-up members as of October 1, 1960. Newly elected trustees were Edgar S. Diehl, Native American Holly Farms, Manheim, Pa.; Daniel G. Fenton, New Jersey Silica Sand Co., Millville, N. J.; and Byam K. Stevens, Holly Hedge Nursery, Centreville, Md.

Thursday afternoon's program

consisted of informal tours to areas of interest to holly growers on the cape. These included visits to Wilfred Wheeler's Ashumet Farm, Falmouth, where Mr. Wheeler has been growing and evaluating hollies for 35 years. Here were superb specimens of American hollies discovered and named by Mr. Wheeler.

A special treat was the visit to the G. G. Whitney Estate, Woods Hole, to see some of the larger and older English hollies in the New England area. Several of these were excellent specimens despite the rigors of the Cape Cod climate and damage by several hurricanes. Also visited was



Wilfred Wheeler, left, was host to members of the Holly Society of America who visited his Ashumet Farm during the society's recent meeting. He is shown with Harry W. Dengler, University of Maryland.

Holly Acres, West Falmouth, the nursery, display grounds and orchard of Mr. and Mrs. Josiah K. Lilly III. Viewed was a good variety of locally suitable American and English hollies of varying sizes and ages.

Late in the afternoon the group reassembled at St. Barnabas Episcopal church for a period of socializing and an evening banquet. The informal session that followed consisted of the traditional auction for the benefit of the research fund, with Dr. Ralph L. Dodge, Sassafras Farm, Cecilton, Md., chairman of the society's research committee, as auctioneer. A total of \$425 was raised.

The Friday, November 4, program began with a gracious welcome to Cape Cod by Milford R. Lawrence, president, H. V. Lawrence, Inc.,

nurserymen and florists, Falmouth, Mass. This was followed by a brief business meeting with President William E. Snyder presiding.

Plan Nomenclature Circular

Dr. Snyder announced that a circular was to be prepared that would carefully explain the rules of nomenclature to be followed in naming new holly varieties. Registration of a new cultivar with the society, he said, is not the same as patenting the plant but does give the registrant the sole and exclusive right to the use of that name. He expressed the hope that all developers of new hollies will register their plants with the Holly Society of America in order that further confusion of holly names can be eliminated.

During the period devoted to committee reports, Vice-president Richard M. Wyman, Sr., Wyman's Framingham Nurseries, Inc., Framingham, Mass., presented the latest information on an American holly disease discovered several years ago on Nantucket island.

It starts, he said, as discoloration at the base of the leaves on the new growth, appearing as a tiny inky black spot with a grayish halo and increasing to the size of a dime. The discoloration moves down to the twig, which blackens and dies. So far it has been found only on American holly, and efforts to inoculate English hollies with it have not been successful.

The so-called disease gives no indication of spreading, and the Nantucket nursery in which it was originally discovered is withholding sales of any planting stock until the matter is fully cleared up. It is possible, Mr. Wyman surmised, that the condition is the result of overfertilization rather than a fungus disease.

After the business session, Vice-president Wyman presided throughout the day in his capacity as chairman of the society's meetings committee. First formal speaker on the program was Wilfred Wheeler, Ashumet Farm, Falmouth, who discussed his experiences of 35 years in discovering and growing holly.

Mr. Wheeler, the first commissioner of agriculture of Massachusetts, first became interested in holly in

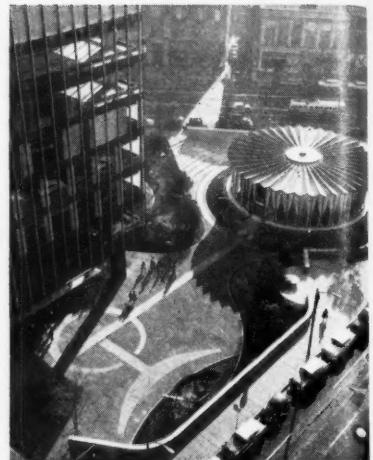
[Continued on page 101]



The new Crown Zellerbach building rises from a landscaped triangular plaza in downtown San Francisco, Calif.



Trees in grated wells add softness to a paved area surfaced with Mexican cobblestones and blue slate.



Specimen trees and ground covers are planted on the slopes bordering the plaza, which is below street level.

Plaza Planting for New Frisco Tower

By Richard B. Kilner

In the nursery industry of today, one is no longer surprised to hear of a new factory or office building devoting some area to planting—unless the building happens to be located in the heart of a crowded, bustling city like San Francisco. In this city, bounded on three sides by water and on the fourth by another city, space is not abundant; the business population has been increasing steadily since 1950, and new construction in the downtown area has reached boom proportions.

Under these circumstances it is remarkable to note that the concrete canyons of San Francisco's financial district are being beautified with gardens, terraces and other plantings, incorporated into the design of such structures as the John Hancock and Bethlehem Steel buildings.

This recognition of the importance of the aesthetic effects of landscaping is most strongly attested by the new Crown Zellerbach building in the heart of downtown San Francisco. It is situated on a triangular plaza of one and one-third acres surrounded by Market, Bush and Sansome streets. However, the building itself occupies only one third of the property. In fact, at ground level it occupies almost none of its site, since it rests on stilts two stories high.

Multilevel Site

Lower than the surrounding streets on all three sides, the grounds of the building feature steps, slopes, paved surfaces, bridges and platforms, in

which imaginative use is made of teakwood railings, blue slate walks and Mexican cobblestone surfaces.

The building was designed by the firms Hertzka & Knowles and Skidmore, Owings & Merrill. The landscape firm of Watkin & Sibbald, San Anselmo, had to co-ordinate the planting with the construction of the building, because of the size of some of the trees. Timing was of the utmost importance, because some trees had to be put in before the paving was laid and some later. A 32-ton crane was used to drop the larger trees into prepared holes.

Just finding trees in the sizes specified by the designers proved a chore in itself, with several specimens being brought from Los Angeles. Included among many good-size trees planted were 40-foot magnolias and locusts.

Outside plantings include one Robinia pseudoacacia and one Platanus occidentalis from the California Nursery Co., Niles; three malus from Domoto Nursery, Hayward; one Magnolia grandiflora from Kaspar Burgo Co., Los Angeles, and from Mordigan Nurseries, Los Angeles, 11 Olea europaea, three Quercus ilex and three Pinus pinea.

Originally it was planned to carpet the unpaved sections of the grounds with turf grass, but the sloping areas involved dictated a change in favor of *Fragaria chiloensis* and *Hedera helix* ground covers. The over-all effect is that of a small, lush park. A newspaper editorial referred to "a small gem of a setting and a major

piece of landscape design that should be recognized as outstanding throughout the country."

The inside as well as the outside of the building is worth comment from a horticultural standpoint. Decorative Plant Rentals, Hayward, operated by Frank James, has contracted to supply and maintain the indoor planting, consisting of 427 plants which are serviced twice a week.

Interior Specimens

Under the guidance of Miss Helen Newbauer, an experienced landscape designer, the firm has provided many striking, pleasing effects. Though many might throw away a *Dracaena warnecki* when it became long and leggy, Decorative Plant Rentals has combined three in 10 and 12-inch pots and developed "architectural" plants, five to seven feet high. The company has trained *Aralia elegans* for like specific effects. Crown Zellerbach employees affectionately refer to the plant materials decorating the cafeteria as the "aisle of trees."

There is yet one more horticultural feature of the Crown Zellerbach plaza which is typical San Francisco—a sidewalk flower stand at the corner of Sansome and Market streets.

GRAND opening of the Burbank Nurseries, Burbank, Calif., was recently held by owner Wesley D. Koch.

DECEMBER 1, 1960

9

Fall Season Variable for Wholesalers

Sales Firm in Some Areas; Weather, Spring Holdovers Cut Volume Elsewhere

Of the score of wholesale nurserymen whose reports on fall sales in all parts of the country are published in this issue, half indicate that the volume was about the same as last year's or a little better. The rest, largely in the east, indicated slight drops in the 1960 fall season. Differences either way were not marked, and there was considerable satisfaction expressed with the growing season. Dryness caused digging difficulties in a few areas.

Gains on the west coast were not described as quite so marked as in other years, but business there has been good, and shortages in some lines are developing. Better items, B&B stock and flowering and shade trees sold especially well.

Supplies of plants remaining in retailers' hands from spring were suggested as some reason for lighter fall purchases in several instances. The distractions of an election year were also mentioned as having unfavorable effect. "Cautious buying" is referred to, but there is consistent feeling that sales can be kept at a good level, despite recession trends, if there is adequate effort put on serving buyers well.

Evergreens and B&B stock generally were in demand. Landscape firms' requirements created the best market, as their planting activity continued good. Garden center and stand sales were lighter. There is general optimism concerning spring business, with close watching of trends stressed.

Erratic Season in the East

Fall business was off considerably at Hess' Nurseries, Wayne, N. J., in an erratic season outlined as follows by Hans Hess:

"The general picture of fall business in the eastern seaboard area shows an erratic pattern. There have been periods with a great deal of activity followed by periods of no sales whatsoever. This picture is the same in all phases of the wholesale business.

"Talking to other nurserymen, I find the general thought seems to be that this situation is due in part to the election year, in part to the unsettled world conditions and also to the somewhat unsettled economic situation at home.

"Nurserymen in our area having garden centers as part of their business have found the market extreme-

ly slow. On the other hand, their landscape departments have had a brisk fall.

"I feel that conditions in the east are due primarily to the period of adjustment through which we are passing, and, if it doesn't do anything else, it will certainly get us off of the seat of complacency, on which all of us seem to find ourselves when things run too smoothly.

"Our own business has fallen off considerably as compared with last fall's, but advance orders indicate that nurserymen can look for a good spring business."

Leftovers Stall N. Y. Orders

"The fall retail business will probably end up about even with last year's, which won't be too good, be-

NEW OREGON SECRETARY



The appointment of F. M. (Merv) Belknap, Portland, Ore., to the position of executive secretary of Oregon Association of Nurserymen, Inc., is announced by President Reed Vollstedt, Eugene. Mr. Belknap will succeed Charles H. Potter, Milwaukee, who has served the organization since 1956. Mr. Potter has announced his retirement from the position effective January 1, 1961.

A 1947 graduate of the University of Portland, Mr. Belknap is actively engaged in the garden supply-nursery industry of the Pacific northwest. He is editor of the Northwest Garden Supplier, monthly trade publication; business manager of the Commercial Review, which serves the Pacific coast feed, seed, fertilizer and grain industries, and has also been active in the planning and presentation of the Pacific northwest garden supply trade show. The association offices will be located at 702 Lewis building, Portland.

cause last year was considerably below the 1958 level," writes C. H. Perkins, Jackson & Perkins Co., Newark, N. Y. "There has been nothing unusual about the season. It has been a wonderful rose year all over the country, and the weather this fall has been ideal for planting.

"At the wholesale end of our business, the picture is not so good. Too many of the dealers were left last season with too much stock on hand, and some have been trying to get rid of that before buying new stock. We look for the situation to be better in the spring, providing the weather does not go against us as it did last season."

Connecticut Season "Fair"

Charles S. Burr, C. R. Burr & Co., Inc., Manchester, Conn., comments on the past season's business as follows:

"Our observation has been that the fall, 1960, business was nothing startling, although, as usual, some of the better merchants had a fair season. We have noticed, however, a pickup in collection activities, which, of course, is welcome.

"Most seem to be optimistic about the spring, but there is some hesitancy about making commitments. Many think that with favorable weather next spring, there will be a pickup, resulting from the business that did not materialize last spring because of adverse weather conditions."

Philadelphia Finds Fall Favored

Fall business is increasing at Philadelphia, Pa., reports C. B. Staton, Possum Hollow Nurseries, Philadelphia, but it is taking good salesmanship to overcome buyers' caution this year and sales may be below the 1959 record. Planting conditions have been excellent, he adds; landscape men who had backlog of orders are busy and the spring holds good promise for nurseries with specimen stock to offer.

Late Rush in Maryland

With a late demand developing, C. Willard Stoner, Westminster Nurseries, looked to November to help make up for slow business during the dry months early in the season. He also notes the need for more realistic pricing in this letter from Westminster, Md.:

"Orders on hand and digging
[Continued on page 56]



Interior of the 1960 Grand Rapids Nursery and Landscape Association Clinic

Stained structural timbers reduced the ceiling height, provided backdrop panel support and permitted dramatic lighting effects. Displays, exhibited below eye level, included accent trees and carried plant labels.

What "Cooks" with Landscape Clinics

By Joseph T. Cox

Extension Specialist in Landscape Architecture, Michigan State University, East Lansing, Mich.

Early planning has been one common characteristic of all highly successful landscape and garden clinics "cooked up" in Michigan. Choices of dates for the next event are a part of the recipe. They are being made more frequently at the post mortem or evaluation meeting. This is close on the heels of the clinic itself and is about as early as any committee can begin for the next year.

The one obstacle yet to be overcome by early planning is that of predicting weather conditions at clinic time. A "wintry clime" tends to prolong dormancy in gardening enthusiasm just as it does in spring orders for landscape material.

However, most clinics have been presented between March 1 and April 15. Northern areas, naturally, demand them a bit later. Apart from the calculated risk of weather, the fruits of advance planning can be nothing but favorable. Of primary importance in the planning of a live-wire clinic are good exhibits, a snappy program (short down-to-earth talks and demonstrations), comfortable surroundings and a drawing for door prizes to kindle suspense in every attendant.

Useful Twist to Exhibits

Good exhibits need to be related to what the potential attendant might do at home or at his place of business. Displays of landscape material are most effective when prepared by a well-trained landscape designer

and exhibited below eye level. They must be massive enough to exhibit skill in arranging impressive quantities of each recommended plant. An exception to this, of course, occurs in the case of accent shrubs or trees, which may be used singly. They serve the additional purpose of reminding the public to think of intermediate trees for their beautiful branching in an upper plane enjoyed to the fullest from window walls of the modern home.

Exhibitors should place themselves in the situation of the observer. Most amateurs do not recall the specific names of plants they aspire to own; consequently, labels on exhibited materials are of utmost importance if the public is to go home with useful information. It is not enough for exhibitors to know materials; simple, direct labels will be a time-saver in identifying each attractive plant for the viewers.

Make Programs Sparkle

Programwise the clinic can be kept sparkling by a director or master of ceremonies with a cheery personality and with a knack for guiding a group from one speaker or demonstration to another. Along with this ability usually goes a pleasant way of concluding a speaker's talk while interest is at a high pitch and before he has consumed time from the next presentation.

Sparkle in the program is evident as the promotional pieces come off

the press. Cover illustrations give the first impression, which is of great importance if the literature is mailed. In addition, they establish a level of quality, act as a preview and provide a ready reference for contact with exhibitors as the season advances.

Inside program information about timing and location of events must be concise but complete. The location and dates of the clinic should be clearly printed. Next, essentials should be clearly laid out in table form, showing the time covered by the schedule; time the doors are open, and then details of each presentation, i.e., the time (1:30—2:05), subject, speaker, room and the type of presentation (illustrated talk, demonstration, etc.). If the printed program is perplexing to the hosts of the clinic it will be impossible for the public to decipher. Complications arise when several presentations are in progress concurrently or when they are repeated in the evening or on following days.

Details Bring Impact

Contrary to the casual opinion, short well-organized talks and demonstrations frequently require more time in preparation than longer ones, but they are much more effective. This point should be stressed when speakers and demonstrators are obtained.

Status of the landscape and garden clinic will be built up significant-
[Concluded on page 38]

Management Sessions on Accounting

Practices and Problems Discussed at Sagamore and Arrowhead Conferences

DISCUSSION of "Accounting," as reported here, formed another major feature of the third annual management conference sponsored by the American Association of Nurserymen, in cooperation with Syracuse University, Syracuse, N. Y., held August 21 to 27 at the Sagamore conference center, near Raquette Lake, N. Y. A news report of this conference appeared in the September 15 issue of the American Nurseryman, and there were subsequent summaries of the discussions on "Finance," "Personnel" and "Marketing."

Walter G. Kell, chairman of the accounting department of Syracuse University, who lectured on the subject, first defined accounting as a means of telling a businessman where he has been and where he is going, financially. But it will not tell one all the final answers, because judgment and interpretation are also required.

The purposes of internal control in a business, Professor Kell said, are the following: (1) To safeguard assets, (2) to provide accuracy and reliability of accounting data, (3) to promote operational efficiency, (4) to encourage adherence to management policy, (5) to prevent fraud and errors and (6) to protect the integrity of employees.

The essential features of internal control are (1) clear establishment of responsibility; if shortages are apparent, one clerk should be named to act as cashier. A cash register can be purchased on which each employee can be required to use a different cash drawer

[Continued on page 95]

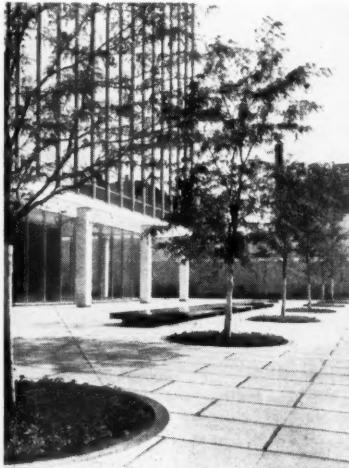
ACCOUNTING figures and terms came to life through a humorous, common-sense presentation by Dr. Ben Carson, head of the accounting department, University of California, Los Angeles, Calif., at the American Association of Nurserymen's management conference held at Lake Arrowhead, Calif., August 21 to 27. This report of the discussions on "Accounting" follows a general news report of the event in the September 15 issue of this magazine and subsequent accounts of the lectures and comments on "Finance," "Personnel" and "Management."

Far from being the mysterious or sterile subject that many consider it, accounting is actually the language of commerce and industry. Like most languages, it is more a body of conventions than a body of logic. Furthermore, while accounting is often thought to be exact to the penny, it cannot, even with machines, give the one right answer, such as the actual profit figure. This is because any accounting system is based upon certain policies and assumptions adopted to facilitate its separate operations, such as inventory valuation, depreciation, etc.

The major reasons for keeping accounts are to attempt to measure profit on a periodic basis and to help the management of a business increase profits. Therefore, accounting deals with information about the business. It tells results of operations for a period of time through the income statement and the financial position at a certain date through the balance sheet.

[Continued on page 73]

TWO AWARD WINNERS IN A. A. N. INDUSTRIAL LANDSCAPE CONTEST



Left, the new 15-story office building of the Libby-Owens-Ford Glass Co., Toledo, O., a 120-foot square building sheathed in glass, rises from a landscaped plaza twice its base dimensions. The plaza is planted on two sides with 12 *Gleditsia triacanthos*, 7 to 8-inch caliper, placed in planting wells having *Pachysandra terminalis* for ground cover. Along the wall on the south side that marks off the plaza from other structures is a bed 25x200 feet. The center of this area has a planting of eight *Gleditsia triacanthos*, with a cover of pachysandra. In front of the trees is a row of 200 *Euonymus alatus compactus*, fronted by *Vinca minor*. Skidmore-Owings & Merrill, New York city, were the landscape architects, and the contractor was the George T. Browning Co.

Right, the East Greenwich, R. I., office of the Rhode Island Hospital Trust Co., unique in comparison with the rest of the business area, has found favorable acceptance, with the landscape work playing an important part. The influence of this planting on future business developments in the area is anticipated to be considerable. An informal, natural effect was sought in the planting. While the lawn, hedge and evergreens receive constant maintenance, the rest of the landscape is permitted to flourish naturally. The only flowering plants are forsythias at the back of the building and daffodils in small beds at each end of the building front. Different shades of green, as shown by ivy, pachysandra, mountain laurel and varied trees, give the over-all effect. Robinson, Green & Beretta, Providence, were the landscape designers, with Forest Hills Nurseries, Inc., Cranston, the nursery.

Sorting the Woody Ornamentals

Widely Recognized as Most Graceful of Conifers, Hemlock Species Few

By Donald Wyman

Horticulturist, Arnold Arboretum

The hemlocks are, without doubt, the most graceful of all the conifers, and some have long been used in American ornamental plantings. There are about 10 species of *tsuga*, two in the eastern United States, two in the west, two in Japan, two in China, one in the Himalayas and one in Formosa. Not all are hardy within the more populated regions of the central and northern United States. Thriving in good soil that is slightly on the moist side, they are easily transplanted, easily sheared and have few if any diseases or insect pests.

Fortunately, American nurserymen are perfectly cognizant of the good points of the hemlocks, especially the two eastern species. The two western species cannot be grown in the eastern United States. Only one of the two Japanese species has merit as an ornamental, and the others are probably not sufficiently hardy to consider.

However, the false hemlock, or Douglas fir, *pseudotsuga*, certainly should be considered more than it is

at the moment, especially by growers east of the Rocky mountains. These trees have much merit, are densely pyramidal with gracefully pendulous forms and are thoroughly hardy if grown from the right stock.

Recommended Hemlocks

Following the name of each recommended species or variety appear its natural height at maturity expressed in feet, its hardiness zone, its place of origin and, in some cases, its common name. The hardiness zones are those given in the author's book, "Trees for American Gardens."

T. canadensis: 90, Z 4, eastern U. S., Canada hemlock—The most commonly planted of the hemlocks, popular over a wide area. Trees 200 and even 500 years old have been known. It is easily sheared into hedges and makes an extremely graceful evergreen hedge of value in almost any situation except city conditions. There are nearly 50 variants of this species known, probably because the tree is native over such a wide area and has been closely ob-



Cones of *Pseudotsuga Menziesii*

served by many people for more than a century. Among these variants are the following:

T. c. columnaris—Narrow columnar. I do not know where this is being grown today.

T. c. dawsoniana—Slow growing, compact, dark green; originated at Wellesley, Mass., about 1920; broader than high.

T. c. fastigiata—Slightly pyramidal. I do not know where this is being grown today.

T. c. globosa—Dense and rounded, as broad as high; named in 1887.

T. c. macrophylla—Originating in France before 1891, with leaves slightly longer and wider than the type.

T. c. pendula—Named the Sargent hemlock, this is the most popular variety of all. Twice as broad as high, flat-topped, with pendulous side branches; originally found near Beacon, N. Y., before 1870. Easily propagated by cuttings; a very graceful specimen.

T. c. taxifolia—Yew-like foliage, originated in Vermont about 1928.

T. c. Bradshaw—Originated at Kingsville Nurseries, Kingsville, Md., making a perfect pyramid of growth, dense and wide base. More compact than Hiti.

T. c. Fremd—A denser specimen at 30 feet than compacta, found at Rye, N. Y., in 1887. Densely pyramidal. Also better than atrovirens, for the needles are more radially arranged.

T. c. Kingsville—Narrow fastigiate clone; one 18-foot tree is only three and one-half feet at base.

T. c. Pomfret—Faster growing than Fremd, but dense and pyramidal in habit.

T. c. Westonigra—Introduced by

The illustrations accompanying this article were made from photographs supplied by the Arnold Arboretum, Jamaica Plain, Mass.



Tsuga Canadensis Pendula, the Popular Sargent Hemlock



Tsuga caroliniana



Pseudotsuga Menziesii Glauca

Weston Nurseries, Weston, Mass., about 1948 for its very dark green foliage.

T. caroliniana: 75, Z 4, S.W. Va. and Ga., Carolina hemlock—Practically unknown to American gardens a century ago, when it was first "discovered" growing in the mountains of the southeastern United States. Now, having proved itself about as hardy as its northern relative, it makes a perfect ornamental evergreen specimen. Some consider it slightly more tolerant of city conditions than the Canada hemlock. Certainly the whorled arrangement of the needles on the twigs gives it a softer character.

It is of interest to note the few varieties of this which have been reported, in comparison with the many variations of *T. canadensis*. One form, compacta, growing in the Arnold Arboretum years ago and named as a result of the growth of this one specimen, eventually reverted to normal growth. Another, named Arnold Pyramid, although an excellent plant in itself, did not produce similar offspring when asexually propagated, and hence it is supposed that some unnatural root constriction is causing the dense pyramidal growth of the original plant.

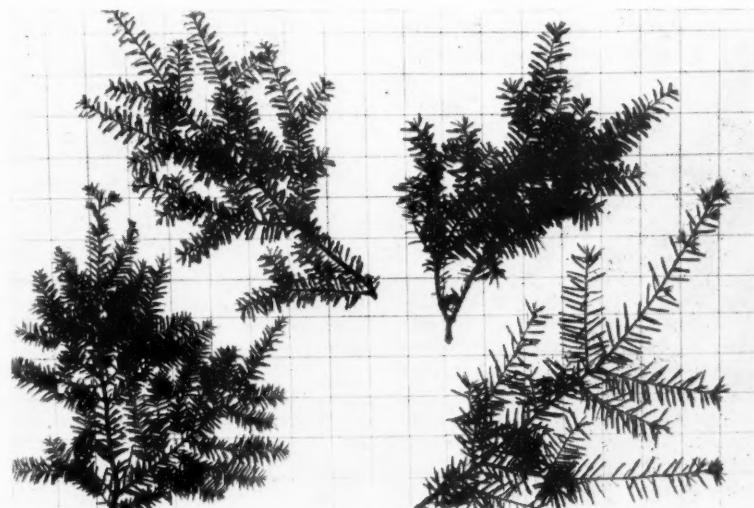
T. diversifolia: 90, Z 5, Japan, Japanese hemlock—An excellent, dense, rounded hemlock, doing well in the eastern United States.

T. heterophylla: 200, Z 6, Alaska to California, western hemlock—The tallest of the hemlocks, this species makes rapid growth, but does not do well in the eastern United States, needing the moist atmosphere of the mountain slopes where it is native. It has short, pendulous side branches, makes a narrow tree, of use as an ornamental only in the limited area where it is native.

Pseudotsuga menziesii: 200, Z 4 to 6, Pacific Coast, Douglas fir—Unfor-

tunately, the specific name of this plant has been changed in recent years from douglasii to taxifolia and now to menziesii, so that undoubtedly all of these names are still in use. They do refer to an excellent ornamental evergreen, almost as beautiful and serviceable as one or the other of our native eastern hemlocks. Growers should be careful to know where their stock originates, since the hardiness of the Douglas fir var-

[Continued on page 48]



Needles of four different *tsuga* species: Left to right (top), *T. diversifolia*, *T. sieboldii*; (bottom) *T. canadensis*, *T. caroliniana*.

Plant Pathologists Discuss Diseases of Ornamentals

By Richard J. Campana

Plant pathologists from the United States, Canada, Mexico, Costa Rica, Colombia, Taiwan and Japan attended the 52nd annual meetings of the American Phytopathological Society, held jointly with the Potato Society of America, at Green Lake, Wis., August 28 to 31. Special informal conferences and discussions were held on nematology, diseases of ornamental plants, regulation and foreign plant diseases, plant disease losses, seed and soil treatment for disease control, weather and plant disease and fungicides for disease control.

The program included over 200 papers reporting results of original research in 23 formal sessions, most of which ran concurrently for three full days.

The following report covers discussions of diseases or disease problems of special interest to nurserymen, landscape men, arborists and foresters.

Most damage to eastern red cedar plantings from *Phomopsis* blight resulted from infections already present in the stock when planted, in a study by C. S. Hodges and H. J. Green, supported by the southeastern forest experiment station, Macon, Ga.; the North Carolina agricultural experiment station, Raleigh, and the North Carolina forest service. Survival of infected seedlings after two years was inversely proportional to per cent of top killed by *Phomopsis* blight when planted. Infected seedlings surviving after one year had an increase of many new infections, whereas those not initially infected remained completely free of infection in most cases.

It is significant that little or no spread occurred from diseased to healthy seedlings. This suggests a time lapse of at least one year before build-up of the disease in a plantation during which time the nurseryman can take measures for control. It is also significant that viable spores of the causal fungus, *Phomopsis juniperovora*, were recovered from field seedlings dead for 18 months. Implicit here is a warning and a reminder that dead nursery stock remains a source of disease until removed and destroyed.

Additional evidence of the con-

stant danger to native plants from introduced disease was presented by C. W. Nichols and others of the California state department of agriculture and Oregon State College, Corvallis. The uredineal stage of the rust fungus, *Chrysomyxa ledi rhododendri*, was found on cultivated (not native) rhododendrons at six locations within four north coastal counties of California. Not known in California previously, but believed to have been introduced before 1952, this fungus was not found on nearby native *R. macrophyllum* or *R. occidentale*. The closely related rust fungus, *C. piperiana*, was prevalent on both cultivated rhododendrons and *R. macrophyllum* in north coastal counties of California from Oregon to Sonoma county, but sparse or absent in southern and non-coastal areas. Since *C. piperiana* is limited in its distribution by low humidity and high temperatures and restricted by time of sporulation to infect only older, less susceptible leaves, it is not considered likely that *C. ledi*, with similar habit and limitations, will become more of a problem than *C. piperiana*. However, with two distinct but closely related parasitic species instead of one, possibilities for crossbreeding of new, more virulent strains of *Chrysomyxa* is increased.

Nematode Survey

A nematode survey of nursery plants by G. Stessel, of the University of Rhode Island, Kingston, showed widespread presence of at least one parasitic species, *Rotylenchus robustus*. Root zone areas of 37 plants in 50 nurseries yielded nematodes in almost half the samples. At least 10 genera of ornamental plants were affected, with species of *Pieris*, *Viburnum* and *Taxus* showing decline. After six months in infested soil, plants of *Pieris japonica* and *Viburnum carlesii* were badly diseased, whereas those of *Picea pungens*, *Ligustrum ovalifolium* and *Taxus cuspidata* were not.

This report is interesting because of the widespread presence of the parasitic nematode in so many nurseries, the relatively large number of species with which it is associated and the relatively small numbers of species badly affected. It

seems probable that many nematodes of this type are always present as potential agents of disease, but are possibly restrained by what may be minor adverse factors. Some evidence in this direction makes imperative detailed studies of factors influencing plant resistance and susceptibility to nematodes.

Rose Root Treatment

Parasitic nematodes carried on roots of dormant rose plants bought by commercial growers can be controlled by root-dip treatments, according to a report by C. Wilbranson and M. Harrison, of Cornell University, Ithaca, N. Y. With a 10-minute soak in 1 per cent nemagon (1,2-dibromo-3-chloropropane) or a 30-minute soak in one-tenth per cent phorate (0.0-diethyl-S-(ethylthiomethyl) phosphorodithioate) solutions, nematode species of *Pratylenchus* and *Criconemoides* were successfully controlled. The apparent ease with which control was obtained is indicative of the assurance that chemical control may provide for commercial growers having this and similar problems.

Hairy root of field roses, apparently a new disease, similar to but distinct from hairy root of apple, was described by D. Munnecke, of the University of California. Caused by a bacterium, midway, in ability to cause disease, between the crown gall and apple hairy root bacteria, the disease is characterized both by a crown gall and hairy roots. Infected plants become unthrifty, but do not die until the fourth year of infection. The causal bacteria may occur together with crown gall bacteria and the nematode, *Pratylenchus penetrans*, making an exceedingly difficult causal complex to unravel.

Control of Hairy Root of Roses

Control of hairy root of roses for commercial purposes was obtained by a 15-minute dip in calcium hypochlorite, sanitation in handling cuttings and avoiding preinfested land for planting. The nematode aspect of the complex was controlled by soil treatment with ethylene dibromide. This type of a disease complex may be difficult to control because of the interaction of at least three causal factors involved and should be studied further.

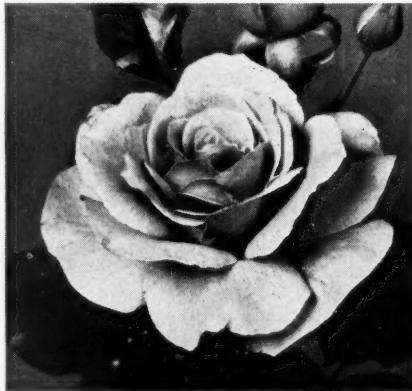
Certain plant parasitic nematodes may be killed after they enter plant tissue without injuring such tissue. Most nematocidal chemicals are designed to kill nematodes in the soil or on plant surfaces. S. Sher, of the University of California, eliminated

[Continued on page 98]



Feature Rosedom's Royal Family

ARMSTRONG ROSES — LEADING WINNERS OF ALL-AMERICA AWARDS



DUET



PINK PARFAIT

The only All-America Roses for 1961!

The most publicized new roses in history! Both All-America publicity and Armstrong's own powerful national advertising and publicity campaign are concentrating on them. Sales volume will break all records for new roses.

Duet is a thrilling new bicolored Hybrid Tea. Rich salmon-pink contrasts with sparkling orange-red . . . the kind of color drama that always sells. And, hot weather or cold, moist or dry, Duet retains its lovely form and unique rich color.

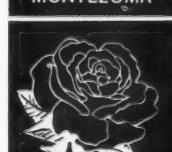
Pink Parfait softly blends pastel shades of pink. This robust, easy-to-grow Grandiflora is continually loaded with dainty buds and high-centered blooms. We've counted as many as 100 on a single plant at one time!

Armstrong roses are grown in California, on husky Dr. Huey understock. They are carefully handled, critically graded, nationally advertised, known, wanted. By featuring Armstrong roses . . . Rosedom's Royal Family . . . you'll make extra sales.

WRITE FOR OUR WHOLESALE LIST

ARMSTRONG NURSERIES

ONTARIO, CALIFORNIA



QUALITY LINING-OUT STOCK

We list below the items of lining-out stock that we have available for the 1960-61 season. We think that we have very fine liners and will submit samples on request. No orders for less than 50 plants of a kind, please. 50 to 250 plants at the 100 rate, 250 and up at the 1000 rate.

LATH HOUSE GROWN POTTED LINERS

Grown outside in lath houses one or more seasons.

	Each	Each
	Per 100	Per 1000
Barberry, julianae , 2½-in. pot, 6 to 8 ins.	.50	.16
Elaeagnus simoni , 2½-in. pot, 8 to 10 ins.	.15	.12½
Ilex aquifolium , seedlings, 2½-in. pot, 8 to 10 ins.	.15	.12½
Ilex crenata convexa , 2½-in. pot, 4 to 6 ins.	.15	.12½
Ilex glabra , 2¼-in. pot, 6 to 8 ins.	.15	.12½
Ilex crenata Green Thumb , 2½-in. pot, 4 to 6 ins.	.15	.12½
Ilex crenata helleri , 2½-in. pot, 2-yr., 4 to 6 ins.	.15	.12½
Ilex crenata helleri , 4-in. pot, 3-yr., 6 to 8 ins.	.35	.30
Ilex crenata hetzi , 2½-in. pot, 6 ins.	.15	.12½
Ilex opaca East Palatka , 3-in. pot, pect, heavy, 10 to 12 ins.	.12½	.10
Nandina domestica , 2-in. rose pot, 8 to 10 ins.	.17½	.15
Osmanthus fortunei , 2½-in. rose pot, 4 to 6 ins.	.15	.12½
Viburnum burkwoodii , 2½-in. rose pot, 8 to 10 ins.	.12½	.10
Viburnum chenaultii , 2½-in. rose pot, 8 to 10 ins.	.12½	.10
Thuja occidentalis compacta erecta , 2½-in. rose pot, heavy, 6 to 8 ins.	.16	.14
Thuja occidentalis , Dark Green, 2½-in. rose pot, heavy, 6 to 8 ins.	.16	.14
Thuja occidentalis globosa , 2½-in. rose pot, heavy, 6 to 8 ins.	.16	.14
Thuja orientalis Baker's , 2½-in. rose pot, 8 to 10 ins.	.17½	.15
Thuja orientalis , Blue Cone, 2½-in. rose pot, 8 to 10 ins.	.17½	.15
Thuja orientalis , Mayhew's, 2½-in. rose pot, 6 to 8 ins.	.17½	.15
Thuja orientalis newarki , 2½-in. rose pot, 8 to 10 ins.	.18	.16
Chamaecyparis plumosa , Green, 2½-in. pot, 6 to 8 ins.	.15	.12½
Chamaecyparis plumosa , Golden, 2½-in. pot, 6 to 8 ins.	.15	.12½
Juniper, chinensis hetzi , 2½-in. pot, 8 to 10 ins.	.17½	.15
Juniper, chinensis hetzi , beer cans, 12 to 15 ins.	.22½	.20

BED-GROWN LINERS FROM LATH HOUSE

Boxwood, harlandi , beds, heavy, 8 to 10 ins.	.20	.17½
Euonymus clatus compactus , beds, 4 to 6 ins.	.16	.15
Euonymus fortunei argenteo-variegatus , beds, 4 to 6 ins.	.15	.12½
Euonymus fortunei compactus , beds, 8 to 12 ins.	.12½	.10
Euonymus microphyllus , beds, heavy, 4 to 6 ins.	.15	.12½
Euonymus radicans , beds, 10 ins.	.15	.12½
Euonymus radicans , upright, beds, 8 to 12 ins.	.15	.12½
Ilex crenata convexa , seedlings, 2-yr., beds, 10 to 12 ins.	.15	.12½
Ilex crenata rotundifolia , beds, light, 6 to 8 ins.	.12½	.10
Ligustrum lucidum Suwannee River , beds, 6 to 8 ins.	.35	.30

HEAVY FIELD-GROWN LINERS

All two-year, field-grown liners have been root-pruned and trimmed several times.

	Each	Each		Each	Each
	Per	Per		Per	Per
	100	1000		100	1000
Juniper, Andorra	\$0.12½	\$0.10	Juniper, Pfitzer compacta Nicks		
1-yr., 6 to 8 ins.	.12½	.10	1-yr., 6 to 8 ins.	\$0.17½	\$0.15
2-yr., 8 to 12 ins.	.15	.12½	2-yr., 8 to 12 ins.	.22½	.20
Juniper, chinensis			Juniper, Pfitzer		
albo-variegata			compacta Kallay		
2-yr., 8 to 12 ins.	.25	..	1-yr., 6 to 8 ins.	.17½	.15
Juniper, chinensis hetzi glauca			2-yr., 8 to 12 ins.	.22½	.20
1-yr., 6 to 8 ins.	.12½	.10	Juniper, Pfitzer Blue (Mayhew's)		
1-yr., 8 to 12 ins.	.15	.12½	2-yr., 10 to 12 ins.	.25	.22½
2-yr., 8 to 12 ins.	.17½	.15	Juniper, Pfitzer nana		
2-yr., 12 to 15 ins.	.20	.17½	(Armstrong's)		
Juniper, chinensis maneyi			1-yr., 6 to 8 ins.	.17½	.15
1-yr., 6 to 8 ins.	.25	.22½	Juniper, sabina		
1-yr., 8 to 12 ins.	.27½	.25	1-yr., 6 to 8 ins.	.12½	.10
Juniper, excelsa stricta			2-yr., 10 to 12 ins.	.17½	.15
1-yr., 6 to 10 ins.	.12½	.10	Juniper, sabina arcadia		
2-yr., 8 to 12 ins.	.17½	.15	1-yr., 6 to 8 ins.	.25	..
Juniper, fuscigaster			Juniper, sabina horizontalis		
1-yr., 8 to 12 ins.	.12½	.10	1-yr., 8 to 10 ins.	.25	..
2-yr., 12 to 15 ins.	.15	.12½	Juniper, sabina venezuelana		
Juniper, communis depressa			1-yr., 6 to 8 ins.	.12½	.10
caerulea (Golden Canadian)			Juniper, virginiana repandens		
1-yr., 8 to 10 ins.	.17½	.15	1-yr., 6 to 8 ins.	.15	.12½
2-yr., 10 to 12 ins.	.22½	.20	2-yr., 8 to 10 ins.	.17½	.15
Juniper, chinensis pfitzeriana					
1-yr., 8 to 10 ins.	.17½	.15			
2-yr., 10 to 12 ins.	.20	.17½			

CARTWRIGHT NURSERIES

Collierville, Tenn.

Phone: UL 3-2352

OBITUARY

Lester C. Lovett

Lester C. Lovett, president of Lovett's Nursery, Inc., Little Silver, N. J., died November 9. Born at Little Silver in 1881, Mr. Lovett became manager of Lovett's Nursery, founded by his father, upon the death of the elder Mr. Lovett in 1922 and later assumed presidency of the firm. He was also a partner in the Diamond State Nurseries, Milford, Del., and in Gulf Stream Nursery, Inc., Wachapreague, Va.

Mr. Lovett served two terms as president of the American Association of Nurserymen, from 1933 to 1935, and was a past president of the Eastern Association of Nurserymen and of the New Jersey Association of Nurserymen. Active also in civic and fraternal groups, he served as president of the Red Bank, N. J., Lions Club and was a member of the Washington Lodge No. 9, F. and A. M., and of the Salaam temple, Newark.

Survivors include his widow, Maud; his daughter, Mrs. Kenneth Fox; his son, Cornelius; two sisters; two brothers, and three grandchildren.

Charles B. Greening

Charles B. Greening, president of the Greening Nursery Co., Monroe, Mich., died November 13. A member of the fourth generation of the family to conduct the business founded by his great grandfather, J. C. W. Greening, in 1850, Charles B. Greening was 47 years of age. He was the son of the late Benjamin Greening, also well known in the trade.

Born at Monroe, Mich., Mr. Greening obtained his A. B. degree at the University of Michigan in 1935. He served in the United States Navy for two years in the Pacific area. He was married to Marion Delcher, of Baltimore, Md., and they became the parents of four children, Charles, Nancy, Gretchen and Judith.

Mr. Greening served as president of the Michigan Association of Nurserymen in 1950. He had also been president of the Detroit flower show group and a trustee for the Michigan Horticultural Society.

John T. Boyd

John T. Boyd, 37, vice-president of the Forest Nursery Co., McMinnville, Tenn., died October 31 at the Vanderbilt hospital at Nashville, Tenn. He had served in various of [Concluded on page 20]

HOW PETERSON & DERING PAVES THE WAY TO

More Rose Profits

NEW VARIETIES. Perk up your sales with something new and different! In addition to the newest All-America Winners and the most popular patented and non-patented roses, P&D this year offers 3 highly publicized new varieties:

EBONY (PPAF). New deep red grandiflora that is extremely heavy blooming—as many as 45 blooms have been counted on a single candelabra stem.



RED RUFFLES (PPAF). Dark red floribunda producing interesting flowers with ruffled petals. Nice for borders and a constant source of cut flowers for unusual arrangements.



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Full-color and black-and-white pages in the nation's leading flower magazines and garden columns create interest and build demand for P&D Roses.

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1. Every P&D rose bush is individually labeled.
2. Every bush is top-tied to minimize breakage.
3. All bushes trimmed to your specifications.
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5. Color Folders, Color Plates available at cost.
6. P&D Roses have pliable fibrous root systems and short shanks—easier to pot without damage.
7. Fresher stock—shipped in pool cars mechanically refrigerated to a constant 33°.



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P&D "Super-Strain" Multiflora Root is the result of over 20 years' development—your assurance of hardier plants, more vigorous growth, more abundant blooms, happier customers.



New . . . and already a
SILVER MEDAL WINNER
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Brilliant new red and gold bi-color hybrid tea. Silver medal winner, International Trials at Rome, Geneva and Denmark.



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"THE FINEST ANYWHERE"

T. G. OWEN & SON, INC.

Columbus, Miss.

FINISHED STOCK

These prices are strictly based on wholesale quantities, 25 or more plants of a variety in one grade. If you order only 10 to 24 plants of a variety in one grade, add 10c per plant. If you order less than 10 plants of a variety in one grade, add 25c per plant. We extend to you a cordial invitation to visit our nursery.

	Each	25 or more	Each	25 or more
Biota aurea nana (Berckmans)				
10 to 12 ins., B&B	.75			
12 to 15 ins., B&B	.90			
15 to 18 ins., B&B	1.00			
18 to 24 ins., B&B	1.25			
24 to 30 ins., B&B	1.50			
30 to 36 ins., B&B	1.75			
Biota aurea pyramidalis compacta				
24 to 30 ins., B&B	1.00			
30 to 36 ins., B&B	1.25			
Biota bakeri				
Biota excelsa				
Biota sibyll				
18 to 24 ins., B&B	.75			
24 to 30 ins., B&B	1.00			
30 to 36 ins., B&B	1.25			
3 to 4 ft., B&B	1.50			
4 to 5 ft., B&B	2.00			
Biota Bonita				
12 to 15 ins., B&B	.90			
15 to 18 ins., B&B	1.00			
18 to 24 ins., B&B	1.25			
30 to 36 ins., B&B	1.75			
Biota Bonita, upright				
18 to 24 ins., B&B	.90			
24 to 30 ins., B&B	1.00			
30 to 36 ins., B&B	1.35			
3 to 4 ft., B&B	1.60			
4 to 5 ft., B&B	2.00			
Biota Blue Cone				
18 to 24 ins., B&B	1.00			
24 to 30 ins., B&B	1.25			
30 to 36 ins., B&B	1.50			
Biota fruitlandi				
12 to 15 ins., B&B	.90			
15 to 18 ins., B&B	1.00			
18 to 24 ins., B&B	1.25			
24 to 30 ins., B&B	1.50			
30 to 36 ins., B&B	1.75			
3 to 4 ft., B&B	2.00			
Cedrus deodara				
18 to 24 ins., B&B	1.25			
24 to 30 ins., B&B	1.50			
30 to 36 ins., B&B	1.75			
3 to 4 ft., B&B	2.25			
4 to 5 ft., B&B	3.25			
Blue Lawson Cypress				
12 to 15 ins., B&B	.90			
15 to 18 ins., B&B	1.00			
18 to 24 ins., B&B	1.25			
Juniper, Andorra				
12 to 15 ins., B&B	.90			
15 to 18 ins., B&B	1.15			
18 to 24 ins., B&B	1.40			
24 to 30 ins., B&B	1.75			
30 to 36 ins., B&B	2.00			
Juniper, Andorra compacta				
12 to 15 ins., B&B	1.25			
15 to 18 ins., B&B	1.50			
18 to 24 ins., B&B	1.75			
Juniper, Pfitzer				
Juniper, Pfitzer compacta				
12 to 15 ins., B&B	1.00			
15 to 18 ins., B&B	1.25			
18 to 24 ins., B&B	1.50			
24 to 30 ins., B&B	2.00			
30 to 36 ins., B&B	2.50			
Juniper, Pfitzer nana				
12 to 15 ins., B&B	1.00			
15 to 18 ins., B&B	1.25			
18 to 24 ins., B&B	1.75			
24 to 30 ins., B&B	2.25			
30 to 36 ins., B&B	2.50			
Juniper, Blue Vase (Texas Star Juniper)				
10 to 12 ins., B&B	.90			
12 to 15 ins., B&B	1.00			
15 to 18 ins., B&B	1.25			
Juniper, Pfitzer Blue (D. Hill Nursery Co. strain)				
10 to 12 ins., B&B	1.00			
12 to 15 ins., B&B	1.25			
15 to 18 ins., B&B	1.50			
18 to 24 ins., B&B	1.75			
24 to 30 ins., B&B	2.25			
30 to 36 ins., B&B	2.50			
Juniper, Blue-Gray				
Juniper, glauca stricta				
12 to 15 ins., B&B	.90			
15 to 18 ins., B&B	1.00			
18 to 24 ins., B&B	1.25			
24 to 30 ins., B&B	1.75			
30 to 36 ins., B&B	2.25			
3 to 4 ft., B&B	2.75			

	Each	25 or more	Each	25 or more
Juniper, chinensis fortunei				
15 to 18 ins., B&B	.85			
18 to 24 ins., B&B	1.00			
24 to 30 ins., B&B	1.25			
30 to 36 ins., B&B	1.50			
Juniper, chinensis densa glauca				
3 to 4 ft., B&B	2.50			
Juniper, excelsa stricta				
12 to 15 ins., B&B	.85			
15 to 18 ins., B&B	1.00			
18 to 24 ins., B&B	1.25			
24 to 30 ins., B&B	1.50			
30 to 36 ins., B&B	1.75			
Juniper, sabina tamariscifolia				
12 to 15 ins., B&B	1.25			
Juniper, virginiana burkii				
(A counterpart of the well-known <i>J. virginiana burkii</i> , except that this one is a beautiful spreading type, maintaining the well-known color of the upright form.)				
12 to 15 ins., B&B	1.25			
15 to 18 ins., B&B	1.50			
18 to 24 ins., B&B	1.75			
24 to 30 ins., B&B	2.00			
30 to 36 ins., B&B	2.50			
Juniper, virginiana cuneata				
24 to 30 ins., B&B	2.25			
30 to 36 ins., B&B	2.50			
3 to 4 ft., B&B	3.25			
4 to 5 ft., B&B	4.00			
5 to 6 ft., B&B	4.50			
Juniper, virginiana Dundee				
30 to 36 ins., B&B	2.50			
3 to 4 ft., B&B	3.00			
4 to 5 ft., B&B	4.00			
Juniper, virginiana keteleeri				
24 to 30 ins., B&B	2.00			
30 to 36 ins., B&B	2.25			
3 to 4 ft., B&B	2.75			
4 to 5 ft., B&B	3.25			
5 to 6 ft., B&B	3.50			
Thuja occidentalis 'Hez' Winter Green				
Thuja occidentalis pyramidalis				
12 to 15 ins., B&B	.90			
15 to 18 ins., B&B	1.00			
18 to 24 ins., B&B	1.25			
2 to 3 ft., B&B	1.50			
Abelia grandiflora				
18 to 24 ins., B&B	.75			
2 to 3 ft., B&B	1.00			
Berberis Julianae				
12 to 15 ins., B&B	1.00			
15 to 18 ins., B&B	1.25			
Berberis vulgaris				
12 to 15 ins., B&B	.90			
15 to 18 ins., B&B	1.00			
18 to 24 ins., B&B	1.25			
24 to 30 ins., B&B	1.50			
Buxus sempervirens 'croni'				
10 to 12 ins., B&B	.90			
12 to 15 ins., B&B	1.00			
15 to 18 ins., B&B	1.25			
18 to 24 ins., B&B	1.50			
Buxus suffruticosa				
6 to 8 ins., B&B	1.00			
8 to 10 ins., B&B	1.25			
12 to 15 ins., B&B	1.50			
Camellia sasanqua, Maiden's Blush				
18 to 24 ins., B&B	1.25			
2 to 3 ft., B&B	1.50			
Cleyera japonica				
12 to 15 ins., B&B	.85			
15 to 18 ins., B&B	1.00			
Elaeagnus fruitlandii				
15 to 18 ins., B&B	.75			
18 to 24 ins., B&B	.90			
2 to 3 ft., B&B	1.00			
3 to 4 ft., B&B	1.25			
4 to 5 ft., B&B	1.50			
Euonymus patens, small-leaved				
15 to 18 ins., B&B	.75			
18 to 24 ins., B&B	.90			
(Deduct 50% if wanted B.R.)				
Euonymus radicans erectus				
12 to 15 ins., B&B	.60			
18 to 24 ins., B&B	.75			
(Deduct 50% if wanted B.R.)				
Photinia serrulata				
12 to 15 ins., B&B	.80			
15 to 18 ins., B&B	.90			
18 to 24 ins., B&B	1.00			
2 to 3 ft., B&B	1.25			
Viburnum tinus				
30 to 36 ins., B&B	1.50			
3 to 4 ft., B&B	1.75			
Acer palmatum				
25 or more				
12 to 15 ins.				
12 to 18 ins.				
18 to 24 ins.				
24 to 30 ins.				
30 to 36 ins.				
3 to 4 ft.				
Betula nigra				
25 or more				
12 to 15 ins.				
12 to 18 ins.				
18 to 24 ins.				
24 to 30 ins.				
30 to 36 ins.				
3 to 4 ft.				
Betula populifolia				
25 or more				
12 to 15 ins.				
12 to 18 ins.				
18 to 24 ins.				
24 to 30 ins.				
30 to 36 ins.				
3 to 4 ft.				
Betula pendula				
25 or more				
12 to 15 ins.				
12 to 18 ins.				
18 to 24 ins.				
24 to 30 ins.				
30 to 36 ins.				
3 to 4 ft.				
Betula populifolia				
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Betula populifolia				
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Betula populifolia				
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Betula populifolia				
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24 to 30 ins.				
30 to 36 ins.				
3 to 4 ft.				
Betula populifolia				
25 or more				
12 to 15 ins.				
12 to 18 ins.				
18 to 24 ins.				
24 to 30 ins.				
30 to 36 ins.				
3 to 4 ft.				
Betula populifolia				
25 or more				
12 to 15 ins.				
12 to 18 ins.				
18 to 24 ins.				

FINISHED STOCK Continued

	Each 25 or more	Each 25 or more	Each 25 or more
<i>Acer palmatum atropurpureum</i>			
seedlings (Japanese Red-Leaved Maple)			
12 to 18 ins., B&B	\$1.00		
18 to 24 ins., B&B	1.50		
2 to 3 ft., B&B	1.75		
Each 25 or more			
<i>Burberry, Red-Leaved</i>			
12 to 18 ins., B&B	1.00		
18 to 24 ins., B&B	1.25		
Each 25 or more			
<i>Cornus florida</i>			
2 to 3 ft., B&B	1.00		
3 to 4 ft., B&B	1.40		
4 to 5 ft., B&B	2.00		
5 to 6 ft., B&B	2.75		
Each 25 or more			
<i>Cornus florida rubra</i>			
18 to 24 ins., B&B	1.25		
2 to 3 ft., B&B	1.50		
Each 25 or more			
All potted liners in this list will be shipped in paper cups or pots without extra charge. Orders for 25 to 249 of a variety in one size take the 100 rate. Orders for 250 or more of a variety in one size take the 1000 rate.			
Each 25 or more			
<i>Biota aurea nana (Berckmans)</i>			
<i>Biota aurea pyramidalis compacta</i>			
Each Per 100 Per 1000			
... .85			
<i>Biota bakeri</i>			
<i>Biota Blue Cone</i>			
<i>Biota Bonita</i>			
<i>Biota Bonita, upright</i>			
<i>Biota excelsa</i>			
<i>Biota fruitiland</i>			
<i>Biota sibylli</i>			
2 1/2-in. pots	\$0.17	\$0.15	
2 1/2-in. pots	.18	.16	
Strong rooted cuttings	.10	.08	
Each 25 or more			
<i>Cedrus atlantica</i>			
2 1/2-in. pots	.20	.18	
<i>Cedrus deodara</i>			
2 1/2-in. pots	.18	.16	
Blue Lawson Cypress			
2 1/2-in. pots	.17	.15	
2 1/2-in. pots	.18	.16	
Juniper, Andorra			
Juniper, Pfitzer			
Juniper, Pfitzer compacta			
2 1/2-in. pots	.14	.12	
2 1/2-in. pots	.16	.14	
Strong rooted cuttings	.10	.08	
Juniper, Andorra compacta			
2 1/2-in. pots	.22	.20	
2 1/2-in. pots	.24	.22	
Juniper, Pfitzer Blue			
(D. Hill Nursery Co. strain)			
2 1/2-in. pots	.18	.16	
2 1/2-in. pots	.20	.18	
Strong rooted cuttings	.12	.10	
Juniper, Pfitzer nana			
2 1/2-in. pots	.20	.18	
2 1/2-in. pots	.22	.20	
Juniper, Blue Vase			
(Texas Star Juniper)			
2 1/2-in. pots	.18	.16	
2 1/2-in. pots	.20	.18	
Juniper, chinensis sargentii, blue			
Juniper, japonica procumbens			
2 1/2-in. pots	.22	.20	
2 1/2-in. pots	.24	.22	
Juniper, excelsa stricta			
Juniper, hibernica fastigiata			
Juniper, glauca hetzii			
Juniper, japonica virginiana			
Juniper, sabina tamariscifolia			
(See description in B&B list)			
2 1/2-in. pots	.17	.15	
2 1/2-in. pots	.18	.16	
Juniper, conferta (Shore Juniper)			
2 1/2-in. pots	.18	.16	
2 1/2-in. pots	.19	.17	
Juniper, virginiana burkii compacta			
(See description in B&B list)			
2 1/2-in. pots	.20	.18	
2 1/2-in. pots	.22	.20	
Thuya occidentalis pyramidalis			
2 1/2-in. pots	.18	.16	
2 1/2-in. pots	.19	.17	
Juniper, virginiana burkii compacta			
(See description in B&B list)			
2 1/2-in. pots	.20	.18	
2 1/2-in. pots	.22	.20	
Taxus cuspidata			
**Taxus intermedia			
**Taxus media andersonii			
Taxus media brevifolia			
Taxus media brownii			
**Taxus media hicksii			
**Taxus media sieboldii			
2 1/2-in. pots	.16	.15	
2 1/2-in. pots	.17	.16	
(Varieties marked by (**) double asterisk available in 2 1/2-in. pots only.)			
Special Notice: Items marked by (*) asterisk will be available for delivery spring of 1961. All items not so marked are ready for immediate or later shipment to suit customer's requirements.			
If interested in our container-grown stock, please write for price list.			

LINING-OUT STOCK

	Each Per 100	Each Per 1000	Each Per 100	Each Per 1000
<i>Abelia grandiflora</i>				
2 1/2-in. pots	\$0.15	\$0.14		
2 1/2-in. pots	.16	.15		
<i>Berberis julianae</i>				
2 1/2-in. pots	.17	.16		
2 1/2-in. pots	.18	.17		
<i>Buxus japonica</i>				
2 1/2-in. pots, heavy	.11	.10		
2 1/2-in. pots, heavy	.12	.11		
<i>Cleyera japonica (Ternstroemia)</i>				
2 1/2-in. pots, 1-yr.	.16	.15		
2 1/2-in. pots, 2-yr.	.18	.17		
<i>Cleyera ochracea</i>				
2 1/2-in. pots	.17	.16		
2 1/2-in. pots	.19	.18		
3-in. pots	.21	.20		
<i>Elaeagnus frutilandii</i>				
2 1/2-in. pots	.13	.12		
2 1/2-in. pots	.15	.14		
<i>Euonymus microphyllus pulchellus</i>				
2 1/2-in. pots	.16	.15		
<i>Euonymus radicans erectus</i>				
2 1/2-in. pots	.10	.09		
<i>Hedera helix (English Ivy)</i>				
2 1/2-in. pots	.13	.12		
2 1/2-in. pots	.16	.15		
<i>Gardenia fortunei</i>				
2 1/2-in. pots	.16	.15		
<i>Ilex cornuta burfordi</i>				
3-in. pots	.19	.18		
3 1/2-in. pots	.21	.20		
<i>Ilex cornuta femina</i>				
2 1/2-in. pots	.13	.12		
2 1/2-in. pots	.15	.14		
<i>Ilex cornuta, male</i>				
2 1/2-in. pots	.16	.15		
<i>Ilex crenata repandens</i>				
<i>Ilex crenata buxifolia</i>				
2 1/2-in. pots	.13	.12		
2 1/2-in. pots	.15	.14		
<i>Ilex crenata convexa bullata</i>				
<i>Ilex crenata hetzii</i>				
2 1/2-in. pots	.14	.13		
2 1/2-in. pots	.15	.14		
<i>Juniper, chinensis sargentii, blue</i>				
<i>Juniper, japonica procumbens</i>				
2 1/2-in. pots	.22	.20		
2 1/2-in. pots	.24	.22		
<i>Juniper, excelsa stricta</i>				
<i>Juniper, hibernica fastigiata</i>				
<i>Juniper, glauca hetzii</i>				
<i>Juniper, japonica virginiana</i>				
<i>Juniper, sabina tamariscifolia</i>				
2 1/2-in. pots	.17	.15		
2 1/2-in. pots	.18	.16		
<i>Juniper, conferta (Shore Juniper)</i>				
2 1/2-in. pots	.18	.16		
2 1/2-in. pots	.19	.17		
<i>Juniper, virginiana burkii compacta</i>				
(See description in B&B list)				
2 1/2-in. pots	.20	.18		
2 1/2-in. pots	.22	.20		
<i>Thuya occidentalis pyramidalis</i>				
2 1/2-in. pots	.18	.16		
2 1/2-in. pots	.19	.17		
<i>Taxus cuspidata</i>				
**Taxus intermedia				
**Taxus media andersonii				
Taxus media brevifolia				
Taxus media brownii				
**Taxus media hicksii				
**Taxus media sieboldii				
2 1/2-in. pots	.16	.15		
2 1/2-in. pots	.17	.16		
<i>Magnolia soulangiana</i>				
2 to 3 ft., B&B				
3 to 4 ft., B&B				
4 to 5 ft., B&B				
5 to 6 ft., B&B				
<i>Magnolia soulangiana nigra</i>				
18 to 24 ins., B&B				
2 to 3 ft., B&B				
<i>Magnolia stellata</i>				
16 to 18 ins., B&B				
18 to 24 ins., B&B				
2 to 3 ft., B&B				
3 to 4 ft., B&B				
<i>Spiraea reevesiana flore-pleno</i>				
3 to 4 ft., B&B				
4 to 5 ft., B&B				

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From the finest growing areas:
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All the Leading Patented and Standard Varieties
and A.A.R.S. Winners

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10 to	250 to	1000 to	2500 to	Over	
240	990	2490	5000		
No. 1	\$0.60	\$0.58	\$0.56	\$0.55	\$0.54
No. 1½50	.48	.46	.45	.44

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Barberry	Hydrangea	Viburnum
Buxus	Hypericum	Vitex
Cotoneaster	Magnolia	Welwitschia
Cydonia	Pieris	Wistaria
Deutzia	Prunus	

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- Root-Thru Plant Pots

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- Taxus and others

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fices in both the Tennessee and Southern Nurserymen's Associations over the past 10 years.

Surviving are his widow, Jean; his father, J. R. Boyd, president of the Forest Nursery Co.; his stepmother, and six sisters.

Charles Mallerin

Charles Mallerin, 83, world-famous rose hybridizer and creator of such well-known varieties as Mrs. Pierre S. du Pont and Spectacular, died October 27 at his home at Allieret-Risset, near Grenoble, France. American gardeners are familiar with many more of M. Mallerin's creations, including Lowell Thomas, Ami Quinard, Blanche Mallerin, Mme. Henri Guillot, Horace McFarland and Red Empress.

Educated as an engineer, he began his career as a rose hybridizer purely as a hobby. He was noted for his ability to produce successful new roses from extremely limited numbers of seedlings, as well as for his generous contributions of help, information and advice to younger hybridizers. Among the latter was the internationally known Francis Meilland, creator of the rose Peace, who died two years ago, and Dr. J. H. Nicolas, originator of Eclipse.

Mrs. Frank B. Bonnell

Mrs. Frank B. Bonnell, wife of the owner of Bonnell Nurseries, Renton, Wash., died October 16 at a Renton hospital at the age of 53. Born at Pasco, Wash., Mrs. Bonnell had lived at Renton since 1935 and had been active in civic and fine arts groups in the community. Survivors include her husband, Frank; a daughter, Mrs. Frederick J. Holt, and a son, Frank B., Jr.

ROBERT PYLE MEMORIAL

A Robert Pyle memorial library fund has been established with the American Rose Society by the Conard-Pyle Co., West Grove, Pa. Under its terms an annual income from an investment of \$2,000 is to be used for the purchase of rare volumes and first editions of books on roses for the A. R. S. library. In each volume purchased by the fund will be a bookplate featuring the rose Peace, the most notable of Mr. Pyle's introductions to the United States from abroad.

CONSTRUCTION was recently completed on a new 28x93-foot greenhouse and office at Warren's Turf Nursery, Palos Park, Ill. Part of the new facilities will be used for research on turf diseases.

Thank You Mr. Holmes!

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The use of your Proportioners has saved us time and labor required to fertilize our orchids, roses, carnations and field crops and saved us the necessity of installing costly equipment.

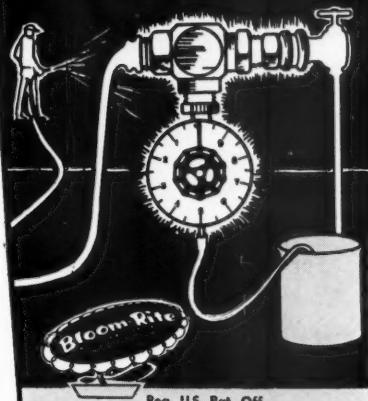
We note that liquid feeding with your Proportioners has improved the quality and yield of our plants and blooms.

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BY *Adolph Holmes*
Adolph Holmes
Superintendent
San Bruno Nursery

AVH/jw



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COMING EVENTS

MEETING CALENDAR

December 1 and 2—Nebraska Association of Nurserymen, annual convention, Cornhusker hotel, Lincoln, Neb.

December 1 and 2—Wisconsin Nurserymen's Association, annual meeting, Hotel Schroeder, Milwaukee, Wis.

December 5 and 6—Minnesota State Nurserymen's Association, winter meeting, Lowry hotel, St. Paul, Minn.

December 28—Connecticut Nurserymen's Association, annual meeting, Waverly Inn, Cheshire, Conn.

January 1 to 3, 1961—North Carolina Association of Nurserymen, annual short course, North Carolina State College union, Raleigh, N. C.

January 2 to 4—Western Association of Nurserymen, annual convention, Hotel Bellerive, Kansas City, Mo.

January 3 to 5—Indiana Association of Nurserymen, winter meeting, Purdue University, Lafayette, Ind.

January 3 to 5—Eastern Regional Nurserymen's Association, Inc., annual convention, Roosevelt hotel, New York, N. Y.

January 4 to 6—Indiana Arborists Association, midwinter conference, Memorial Center, Purdue University, Lafayette, Ind.

January 4 to 6—Indiana Arborists Association, winter meeting, Purdue University, Lafayette, Ind.

January 9 to 11—Northern Virginia Nurserymen's Association, short course, Fairfax, Va.

January 11 and 12—Maryland Nurserymen's Association, annual meeting, Baltimore-Sheraton Inn, Baltimore, Md.

January 12—Cuyahoga County Nurserymen's Association, annual meeting, Clark's Hanna restaurant, Cleveland, O.

January 12 and 13—New Jersey Association of Nurserymen, winter meeting, La Concha hotel, Atlantic City, N. J. A 1-day meeting will also be held January 26 in conjunction with farmers' week at Trenton, N. J.

January 12 to 14—Iowa Nurserymen's Association, winter meeting, Sheraton-Montrose hotel, Cedar Rapids, Ia.

January 15—National Landscape Nurserymen's Association, midwinter conference, Hotel La Salle, Chicago, Ill.

January 15 to 17—New York State Arborists Association, annual meeting, Cornell University, Ithaca, N. Y.

January 16—National Mail Order Nurserymen's Association, winter meeting, Hotel La Salle, Chicago, Ill.

January 16 to 18—Illinois State Nurserymen's Association, annual convention, Hotel La Salle, Chicago, Ill.

January 16 to 18—Washington State Nurserymen's Association, winter convention, Benjamin Franklin hotel, Seattle, Wash.

January 17 to 20—Ohio Nurserymen's Association, winter meeting and short course, Neil House, Columbus, O.

January 19—Kansas Arborists Association, annual meeting, Wareham hotel, Manhattan, Kan.

January 20—Western New York Nurserymen's Association, annual convention, Sheraton hotel, Rochester, N. Y.

January 22 to 24—Virginia Nursery-

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January 12, 13 and 14, 1961

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SHADE TREES: Maple — Norway, Scarlet and Sugar, Niobe Weeping Willow and Pin Oak. Sizes on most shade trees are in the 2 to 6-in. cal. size.

EVERGREENS: Austrian Pine, up to 6 ft. Hetz Juniper, 18 to 24 ins. and 2 to 2½ ft.

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men's Association, Inc., annual convention, Hotel John Marshall, Richmond, Va.

January 23 to 25 — Kentucky State Nurserymen's Association, winter meeting, Kentucky hotel, Louisville, Ky.

January 24—Delaware nurserymen's short course, University of Delaware, Newark, Del.

January 24 and 25—Ontario Nurserymen's Association, annual convention and trade show, Sheraton-Connaught hotel, Hamilton, Ont., Canada.

January 24 to 26—Michigan Association of Nurserymen, annual convention, Hotel Pantlind, Grand Rapids, Mich.

January 25 and 26—Connecticut Nurserymen's Association, ninth annual short course, University of Connecticut, Storrs, Conn.

January 25 and 26—Oregon Association of Nurserymen, annual convention, Multnomah hotel, Portland, Ore.

January 26 and 27—Colorado Nurserymen's Association, short course, Colorado State University, Fort Collins, Colo.

January 29 and 30—Tennessee Nurserymen's Association, annual convention, Mountain View hotel, Gatlinburg, Tenn.

January 29 to 31—National Arborists Association, annual convention, Statler-Hilton hotel, New York, N. Y.

February 1 and 2—Pennsylvania Nurserymen's Association, annual meeting, Penn Harris hotel, Harrisburg, Pa.

February 7 and 8—Oregon Association of Nurserymen, short course, Oregon State College, Corvallis, Ore.

February 7 to 9—New England Nurserymen's Association, annual meeting, Hotel Kenmore, Boston, Mass.

February 11—New Hampshire Plant Growers Association, annual meeting, University of New Hampshire, Durham, N. H.

February 15 to 17—Midwestern chapter, National Shade Tree Conference, winter meeting, Hotel La Salle, Chicago, Ill.

February 16—Maryland Nurserymen's Association, short course, University of Maryland, College Park, Md.

February 19 to 21—Southern chapter, National Shade Tree Conference, Lord Baltimore hotel, Baltimore, Md.

February 21 to 23—Pennsylvania nurserymen's conference, Pennsylvania State University, University Park, Pa.

February 22—Lake County Nurserymen's Association, annual winter meeting and nurserymen's school, Hellriegel's Inn, Painesville, O.

February 23—Cuyahoga County Nurserymen's Association, winter nursery school, Lake Shore Country Club, Cleveland, O.

February 23 and 24—Massachusetts Nurserymen's Association, short course, Waltham field station, University of Massachusetts, Waltham, Mass.

INDIANA SCHEDULE

The program for the annual mid-winter conference of the Indiana Association of Nurserymen, in the preparation of which the Purdue University agricultural extension service and agricultural experiment station co-operated, has been released. Howard M. Gaar, Gaar

Again it is

CHICAGO IN JANUARY!

for the largest gathering of nurserymen that will be brought together by any of the winter meetings.

Illinois State Nurserymen's Association 45th Annual Convention and Trade Show

January 15, 16, 17, 18, 1961
Hotel La Salle, Chicago

Come and visit one of the best trade shows in the industry. A large variety of nursery plants, products and supplies will be exhibited.

Program Features

"The World We Face"
"The Illinois Highway and the Landscape"
Special reports from A. A. N. officers and staff.

Trade Show Features

56 Exhibit Booths

Meetings of a number of allied national nurserymen's associations will also be held at the Hotel La Salle, January 15 to 18.

Come early and stay for the banquet and floor show on January 18. The entertainment is top-notch.

Exhibit Space Available

Do you have plant materials or nursery production products that you want nurserymen to see? If so, why not rent an exhibit booth at the trade show and expose your wares to the nursery trade. You won't be sorry. Contact: H. R. Kemmerer, Secy., I. S. N. A., 104 Floriculture Bldg., Urbana, Ill., for further information.

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Ordered now, STAR Miniature Roses can be forced for pot sales. They're a new, natural sales addition for Easter and throughout the spring.



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STAR Miniature Roses can be planted outdoors in the spring where they will bloom right up until frost. They're winter hardy, too! . . . good reasons for your customers to buy in multiple quantities.

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Star PIXIE GOLD (Pl. Pot. App. For.)

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Nurseries, Chesterfield, is program chairman. Scheduled for January 3 to 5, the meetings in the Memorial Center on the campus of the university, Lafayette, Ind., will provide speakers on both the growing and selling phases of the nursery business, discussions of management problems and research reports. Special features for the ladies have also been planned for Wednesday, January 4, these events including a brunch and fashion show at the L. S. Ayers department store, shopping at Market square and a tour of a 100-year-old home containing many interesting antiques.

Following is the program in detail:

JANUARY 3

11 a. m.—Registration, Purdue Memorial Center.

1 p. m.—Tours: Horticulture department greenhouses and Stewart-Beese property, weather permitting, with Profs. A. T. Leiser and Charles Hess in charge.

3 p. m.—General session, rooms 206, Purdue Memorial Center, Clinton Sowards, Jr., Bluffton, presiding; Welcome, by Prof. E. C. Stevenson, head, department of horticulture, Purdue.

3:15 p. m.—Keynote message: "Selling the American Customer," by Stephen Douglas, director of trade and consumer relations, Kroger Co., Cincinnati, O.

4:15 p. m.—Introduction of exhibitors, by James W. Young, South Bend, chairman of commercial exhibits committee.

6:30 p. m.—Buffet dinner, South ballroom.

7:45 p. m.—"My Best Five," slide session, room 206, Harold Timmer presiding.

8:45 p. m.—"Miracles by Advertising," Argel Pion, Fort Wayne, in charge. Harold Bohling, Munster, and John Z. Duling, Muncie, will relate experiences.

9:30 p. m.—Social hour in East Faculty lounge.

JANUARY 4

7:30 a. m.—Breakfast; preliminary business session, with President James Maschmeyer, Indianapolis, in charge; resolutions, nominations, etc.; room 263.

General session, room 206, Rodney Brower presiding.

9:15 a. m.—"Seldom Used Shrubs and Evergreens," by Prof. L. C. Chadwick, department of horticulture, Ohio State University, Columbus.

10:30 a. m.—"Virus or What?," by Ralph Shay, department of botany and plant pathology, Purdue.

11 a. m.—"Bugs I Have Met in 1960," by John Favinger, state entomologist, Indianapolis, Ind.

General session, Prof. H. W. Gilbert presiding.

1:30 p. m.—"We Landscape Indiana," a panel, consisting of Troy L. Bunch, Terre Haute; Bruce Graham, Jeffersonville; Fritz Loonsten, Indianapolis, and Jack Engledow, New Augusta.

3 p. m.—"My Best Shade Trees," by Prof. L. C. Chadwick.

3:45 p. m.—"Purdue Highlights," current reports of interest to the nurserymen of Indiana.

"Mimosa Webworm Control," by Prof. Donald L. Schuder, department of entomology, Purdue.

"Chemical Weed Control," by Prof. A. T. Leiser and Charles Hess.

7 p. m.—Annual banquet: Robert [Continued on page 28]

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	Each	Each		Each	Each		Each	Each	
	Per 10	Per 100		Per 10	Per 100		Per 10	Per 100	
Dark Green American Arborvitae									
18 to 24 ins.	\$1.25	\$1.00	Pfitzer Juniper	12 to 15 ins.	\$1.25	\$1.10	Variegata Juniper	18 to 24 ins.	\$1.75
24 to 30 ins.	1.75	1.50		15 to 18 ins.	1.70	1.50		2 to 3 ft.	2.25
30 to 36 ins.	2.25	2.00		18 to 24 ins.	2.25	2.00		2 to 3 ft.	2.00
3 to 4 ft.	3.00	2.50		24 to 30 ins.	2.75	2.50		3 to 4 ft.	2.75
Compacta erecta Globe Arborvitae			Pfitzer Juniper, Blue	12 to 15 ins.	1.25	1.10	Hetzia glauca Juniper	2 to 3 ft.	2.00
12 to 15 ins.	1.25	1.00		15 to 18 ins.	1.70	1.50		3 to 4 ft.	2.75
15 to 18 ins.	1.50	1.25		18 to 24 ins.	2.25	2.00		2 to 3 ft.	3.00
18 to 24 ins.	1.75	1.50		24 to 30 ins.	2.75	2.50		3 to 4 ft.	4.00
24 to 30 ins.	2.25	2.00		15 to 18 ins.	1.70	1.50	Chinese muscosa Juniper	3 to 4 ft.	3.25
30 to 36 ins.	2.75	2.50		18 to 24 ins.	2.25	2.00		4 to 5 ft.	4.25
Globe American Arborvitae			Blue Vase Juniper	15 to 18 ins.	1.70	1.50		2 to 3 ft.	2.00
12 to 15 ins.	1.25	1.00		18 to 24 ins.	2.25	2.00		3 to 4 ft.	2.75
15 to 18 ins.	1.50	1.25	Pfitzer Juniper (Gold Tip)	15 to 18 ins.	1.70	1.50	Chinensis columnaris Juniper	2 to 3 ft.	2.75
18 to 24 ins.	2.00	1.75		30 to 36 ins.	3.50	3.00		3 to 4 ft.	3.75
24 to 30 ins.	2.50	2.25	Pfitzer Compacta Juniper (Kallay)	12 to 15 ins.	1.25	1.10	Sylvesteris Juniper	3 to 4 ft.	2.25
30 to 36 ins.	3.00	2.75		15 to 18 ins.	1.70	1.50	Sabina Von Ehron Juniper, staked	2 to 3 ft.	3.00
15 to 18 ins.	2.75	2.50		18 to 24 ins.	2.25	2.00		3 to 4 ft.	4.00
Globe Parson's Compacta Arborvitae				24 to 30 ins.	2.75	2.50	Scopulorum Blue Haven Juniper	2 to 3 ft.	2.75
15 to 18 ins.	1.75	1.50		15 to 18 ins.	1.70	1.50		3 to 4 ft.	3.75
Siberian Arborvitae			Pfitzer Compacta Juniper (Nick's)	12 to 15 ins.	1.25	1.10	Sporters Juniper	2 to 3 ft.	2.75
(<i>Thuja occidentalis</i>)				15 to 18 ins.	1.70	1.50	Virginia Juniper (Red Cedar)	2 to 3 ft.	1.75
15 to 18 ins.	1.25	1.00		18 to 24 ins.	2.25	2.00		3 to 4 ft.	2.25
18 to 24 ins.	1.75	1.50	Pfitzer Nana Juniper (Armstrong)	12 to 15 ins.	1.25	1.10	Virginia burkii Juniper	2 to 3 ft.	2.75
Pyramidal American Arborvitae				15 to 18 ins.	1.70	1.50		3 to 4 ft.	3.75
18 to 24 ins.	1.50	1.25		18 to 24 ins.	2.25	2.00		4 to 5 ft.	4.75
24 to 30 ins.	1.75	1.50	Pfitzer Nana Juniper (Armstrong)	24 to 30 ins.	2.75	2.50	Virginia Canaertii Juniper	2 to 3 ft.	2.75
30 to 36 ins.	2.50	2.25		30 to 36 ins.	3.25	3.00		3 to 4 ft.	3.75
3 to 4 ft.	3.00	2.75		15 to 18 ins.	1.25	1.10	Virginia keteleeri Juniper	2 to 3 ft.	2.75
4 to 5 ft.	3.50	3.25		15 to 18 ins.	1.70	1.50		4 to 5 ft.	4.75
5 to 6 ft.	4.00	3.75		18 to 24 ins.	2.25	2.00	Virginia glauca Juniper	2 to 3 ft.	2.75
Baker's Arborvitae			Meyeri Juniper	15 to 18 ins.	2.00	1.75		3 to 4 ft.	3.75
24 to 30 ins.	1.35	1.10		18 to 24 ins.	2.50	2.25		4 to 5 ft.	4.75
30 to 36 ins.	1.60	1.35	Meyeri Juniper	15 to 18 ins.	2.00	1.75	Virginia glauca Juniper	2 to 3 ft.	2.75
Berckmans Golden Arborvitae			Rependens Juniper	15 to 18 ins.	1.25	1.10		3 to 4 ft.	3.75
12 to 15 ins.	1.25	1.00		18 to 24 ins.	1.75	1.50		4 to 5 ft.	4.75
15 to 18 ins.	1.40	1.20		24 to 30 ins.	2.25	2.00		5 to 6 ft.	6.00
18 to 24 ins.	1.70	1.50	Rependens Juniper	15 to 18 ins.	1.25	1.10	Virginia Dundee Juniper	2 to 3 ft.	2.75
24 to 30 ins.	2.25	2.00		15 to 18 ins.	1.70	1.50		3 to 4 ft.	3.75
Blue Cone Arborvitae			Sabina Juniper	12 to 15 ins.	1.20	1.00	Virginia glauca Juniper	2 to 3 ft.	2.75
18 to 24 ins.	1.20	1.00		15 to 18 ins.	1.50	1.25		3 to 4 ft.	3.75
24 to 30 ins.	1.45	1.25		18 to 24 ins.	2.00	1.75		4 to 5 ft.	4.75
30 to 36 ins.	1.70	1.50	Sabina horizontalis Juniper	12 to 15 ins.	1.20	1.00	Cupressifolia Juniper (Hillspire)	3 to 4 ft.	3.75
3 to 4 ft.	2.25	2.00		15 to 18 ins.	1.50	1.25		4 to 5 ft.	4.75
Bonita Arborvitae			Sabina Juniper	15 to 18 ins.	1.70	1.50		5 to 6 ft.	6.00
15 to 18 ins.	1.35	1.20		18 to 24 ins.	2.25	2.00		5 to 6 ft.	6.00
18 to 24 ins.	1.70	1.50		24 to 30 ins.	2.75	2.50		5 to 8 ft.	3.50
24 to 30 ins.	2.25	2.00	Sabina tamariscifolia Juniper	15 to 18 ins.	1.75	1.50	Virginia keteleeri Juniper	2 to 3 ft.	2.25
30 to 36 ins.	2.75	2.50		18 to 24 ins.	2.00	1.75		5 to 6 ft.	5.50
Excelsa Arborvitae			Sabina tamariscifolia Juniper	15 to 18 ins.	1.75	1.50	Fastigiata Juniper	2 to 3 ft.	2.25
24 to 30 ins.	1.45	1.25		18 to 24 ins.	2.00	1.75		3 to 4 ft.	3.75
30 to 36 ins.	1.70	1.50	Sabina tamariscifolia Juniper	15 to 18 ins.	1.75	1.50		4 to 5 ft.	4.75
3 to 4 ft.	2.25	2.00		18 to 24 ins.	2.25	2.00		5 to 6 ft.	5.50
4 to 5 ft.	3.00	2.50	Sabina tamariscifolia Juniper	15 to 18 ins.	1.75	1.50	Fastigiata Juniper	2 to 3 ft.	2.25
Fruitlandi Arborvitae			Sabina tamariscifolia Juniper	18 to 24 ins.	2.00	1.75		3 to 4 ft.	3.75
18 to 24 ins.	1.70	1.50		24 to 30 ins.	2.50	2.25		4 to 5 ft.	4.75
24 to 30 ins.	2.25	2.00	Sabina tamariscifolia Juniper	30 to 36 ins.	3.00	2.75		5 to 6 ft.	5.50
Mayhew's Arborvitae			Sabina tamariscifolia Juniper	30 to 36 ins.	2.75	2.50		5 to 8 ft.	3.50
30 to 36 ins.	1.70	1.50		15 to 18 ins.	2.00	1.75	Cedrus atlantica	2 to 3 ft.	1.75
3 to 4 ft.	2.25	2.00		18 to 24 ins.	2.50	2.25		3 to 4 ft.	2.75
Newarki Arborvitae			Sabina tamariscifolia Juniper	18 to 24 ins.	2.00	1.75		4 to 5 ft.	3.75
24 to 30 ins.	1.45	1.25		24 to 30 ins.	2.50	2.25		5 to 6 ft.	4.75
30 to 36 ins.	1.70	1.50	Sargentii Juniper	12 to 15 ins.	1.25	1.10	Cedrus deodara	2 to 3 ft.	1.75
3 to 4 ft.	2.25	2.00		15 to 18 ins.	2.00	1.75		3 to 4 ft.	2.75
4 to 5 ft.	3.00	2.50	Sargentii Juniper	15 to 18 ins.	1.50	1.25		4 to 5 ft.	3.75
Andorra Juniper				18 to 24 ins.	2.00	1.75		5 to 6 ft.	4.75
12 to 15 ins.	1.25	1.10		24 to 30 ins.	2.50	2.25		5 to 6 ft.	4.75
15 to 18 ins.	1.50	1.25		30 to 36 ins.	3.00	2.75		5 to 8 ft.	3.50
18 to 24 ins.	1.75	1.50		15 to 18 ins.	2.00	1.75		5 to 8 ft.	3.50
24 to 30 ins.	2.25	2.00		18 to 24 ins.	2.50	2.25		5 to 8 ft.	3.50
30 to 36 ins.	2.75	2.50		24 to 30 ins.	3.00	2.75		5 to 8 ft.	3.50
Chinensis procumbens Juniper			Ames Juniper	2 to 3 ft.	2.75	2.50		5 to 8 ft.	3.50
12 to 15 ins.	1.25	1.10		3 to 4 ft.	3.75	3.50		5 to 8 ft.	3.50
15 to 18 ins.	1.70	1.50		12 to 15 ins.	1.15	1.00		5 to 8 ft.	3.50
Golden Canadian Juniper				15 to 18 ins.	1.35	1.20		5 to 8 ft.	3.50
15 to 18 ins.	1.70	1.50		18 to 24 ins.	1.75	1.50		5 to 8 ft.	3.50
Hetzia glauca Juniper				24 to 30 ins.	2.25	2.00		5 to 8 ft.	3.50
12 to 15 ins.	1.20	1.00		30 to 36 ins.	3.00	2.75		5 to 8 ft.	3.50
15 to 18 ins.	1.45	1.30		3 to 4 ft.	3.50	3.25		5 to 8 ft.	3.50
18 to 24 ins.	2.00	1.75		4 to 5 ft.	4.00	3.75		5 to 8 ft.	3.50
24 to 30 ins.	2.50	2.25		4 to 5 ft.	4.00	3.75		5 to 8 ft.	3.50
30 to 36 ins.	3.00	2.75		5 to 6 ft.	5.00	4.50		5 to 8 ft.	3.50
Hetzia glauca Juniper, globes				Chinensis Iowa Juniper	2 to 3 ft.	2.75		5 to 8 ft.	3.50
15 to 18 ins.	2.00	1.75			2.75	2.50		5 to 8 ft.	3.50
18 to 24 ins.	2.50	2.00			2.75	2.50		5 to 8 ft.	3.50
24 to 30 ins.	3.00	2.50			2.75	2.50		5 to 8 ft.	3.50

Abelia
2 to 3 ft.
Anise
2 to 3 ft.
Barberis
15 to 18 ins.
Boxwood
8 to 10 ft.
Boxwood
12 to 15 ins.
Cleyera
15 to 18 ins.
Elm
2 to 3 ft.
Euonymus
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	Each	Each	Each	Each	Each	Each		
	Per 10	Per 100		Per 10	Per 100			
<i>Abelia grandiflora</i>			<i>Ilex crenata repandens</i>			<i>Lonicera yunnanensis</i>		
2 to 3 ft.	\$1.25	\$1.00	12 to 15 ins.	\$1.25	\$1.00	15 to 18 ins.	\$1.20	\$1.00
2.25			15 to 18 ins.	1.50	1.25	18 to 24 ins.	1.50	1.25
Anise (Illicium)			18 to 24 ins.	2.00	1.75	<i>Loropetalum chinensis</i>		
2 to 3 ft.	1.50	1.25	24 to 30 ins.	2.25	2.00	15 to 18 ins.	1.15	1.00
3 to 4 ft.	2.25	2.00	<i>Ilex crenata rotundifolia</i>			18 to 24 ins.	1.40	1.25
<i>Barberry, julianae</i>			12 to 15 ins.	1.15	1.00	24 to 30 ins.	1.75	1.50
15 to 18 ins.	1.75	1.50	15 to 18 ins.	1.40	1.25	<i>Magnolia alexandrina</i>		
18 to 24 ins.	2.25	2.00	18 to 24 ins.	1.65	1.50	4 to 5 ft.	3.75	3.50
<i>Boxwood, harlandi</i>			24 to 30 ins.	2.25	2.00	<i>Magnolia glauca</i>		
8 to 10 ins.	.85	.75	30 to 36 ins.	3.00	2.75	2 to 3 ft.	1.75	1.50
10 to 12 ins.	1.15	1.00	3 to 4 ft.	4.00	3.50	3 to 4 ft.	2.25	2.00
12 to 15 ins.	1.40	1.25	<i>Ilex crenata rotundifolia, pyramids</i>			4 to 5 ft.	2.75	2.50
15 to 18 ins.	1.65	1.50	24 to 30 ins.	2.25	2.00	5 to 6 ft.	3.50	3.25
<i>Boxwood, sempervirens</i>			30 to 36 ins.	3.25	3.00	6 to 8 ft.	5.50	5.00
12 to 15 ins.	1.40	1.25	3 to 4 ft.	4.50	4.00	<i>Magnolia grandiflora</i>		
15 to 18 ins.	2.25	2.00	<i>Ilex glabra</i>			2 to 3 ft.	1.75	1.50
18 to 24 ins.	2.75	2.50	15 to 18 ins.	1.20	1.00	3 to 4 ft.	2.75	2.50
<i>Boxwood, welleri</i>			18 to 24 ins.	1.75	1.50	4 to 5 ft.	3.75	3.50
12 to 15 ins.	1.40	1.25	24 to 30 ins.	2.75	2.50	5 to 6 ft.	5.50	5.00
15 to 18 ins.	2.25	2.00	30 to 36 ins.	2.75	2.50	6 to 8 ft.	8.25	7.50
<i>Cleyera japonica</i>			<i>Ilex opaca, seedlings</i>			<i>Magnolia rustica rubra</i>		
15 to 18 ins.	1.20	1.00	2 to 3 ft.	1.75	1.50	4 to 5 ft.	3.75	3.50
18 to 24 ins.	1.75	1.50	3 to 4 ft.	2.75	2.50	<i>Magnolia soulangeana</i>		
<i>Eleagnus fruitlandi</i>			4 to 5 ft.	3.75	3.50	2 to 3 ft.	2.00	1.75
2 to 3 ft.	1.25	1.00	5 to 6 ft.	5.50	5.00	3 to 4 ft.	2.75	2.50
3 to 4 ft.	1.75	1.50	<i>Ilex Crotonenburg</i>			4 to 5 ft.	3.50	3.25
<i>Eleagnus simoni</i>			2 to 3 ft.	2.25	2.00	5 to 6 ft.	4.50	4.00
2 to 3 ft.	1.25	1.00	3 to 4 ft.	3.25	3.00	<i>Magnolia soulangeana nigra</i>		
3 to 4 ft.	1.75	1.50	4 to 5 ft.	4.25	4.00	3 to 4 ft.	2.75	2.50
<i>Euonymus alatus compactus</i>			5 to 6 ft.	5.25	5.00	<i>Magnolia stellata</i>		
18 to 24 ins.	1.50	1.25	<i>Ilex East Palatka</i>			18 to 24 ins.	2.00	1.75
24 to 30 ins.	1.75	1.50	2 to 3 ft.	1.75	1.50	2 to 3 ft.	3.00	2.50
<i>Euonymus coloratus</i>			3 to 4 ft.	2.75	2.50	3 to 4 ft.	4.50	4.00
18 to 24 ins.	1.25	1.00	4 to 5 ft.	3.75	3.50	<i>Nandina domestica</i>		
24 to 30 ins.	1.50	1.25	5 to 6 ft.	5.50	5.00	15 to 18 ins.	.90	.75
30 to 36 ins.	2.25	2.00	<i>Ilex opaca fosteri</i>			18 to 24 ins.	1.20	1.00
<i>Euonymus fortunei erectus</i>			2 to 3 ft.	2.25	2.00	24 to 30 ins.	1.50	1.25
15 to 18 ins.	1.25	1.00	3 to 4 ft.	3.25	3.00	30 to 36 ins.	1.75	1.50
18 to 24 ins.	1.50	1.25	4 to 5 ft.	4.25	4.00	<i>Nandina domestica, dwarf</i>		
24 to 30 ins.	1.70	1.50	5 to 6 ft.	5.25	5.00	15 to 18 ins.	1.15	1.00
<i>Euonymus japonicus</i>			<i>Ilex howardii</i>			18 to 24 ins.	1.40	1.25
18 to 24 ins.	1.15	1.00	2 to 3 ft.	2.25	2.00	<i>Osmanthus aquifolium</i>		
24 to 30 ins.	1.70	1.50	3 to 4 ft.	3.25	3.00	18 to 24 ins.	1.50	1.25
30 to 36 ins.	2.25	2.00	4 to 5 ft.	4.25	4.00	<i>Osmanthus fortunei</i>		
<i>Euonymus potens</i>			5 to 6 ft.	5.25	5.00	18 to 24 ins.	1.50	1.25
18 to 24 ins.	1.20	1.00	<i>Ilex Reynolds</i>			24 to 30 ins.	1.75	1.50
2 to 3 ft.	1.75	1.50	2 to 3 ft.	2.25	2.00	<i>Photinia serrulata</i>		
3 to 4 ft.	2.25	2.00	3 to 4 ft.	3.25	3.00	18 to 24 ins.	1.20	1.00
<i>Euonymus radicans,</i>			4 to 5 ft.	4.25	4.00	2 to 3 ft.	1.75	1.50
several selected types			<i>Ilex Taber</i>			<i>Viburnum burkwoodii</i>		
15 to 18 ins.	1.20	1.00	3 to 4 ft.	3.25	3.00	18 to 24 ins.	1.50	1.25
18 to 24 ins.	1.50	1.25	4 to 5 ft.	4.25	4.00	24 to 30 ins.	1.75	1.50
24 to 30 ins.	1.75	1.50	5 to 6 ft.	5.25	5.00	30 to 36 ins.	2.25	2.00
<i>Ilex cassine angustifolia</i>			<i>Ilex vomitoria</i>			3 to 4 ft.	2.75	2.50
3 to 4 ft.	3.50	3.00	15 to 18 ins.	1.15	1.00	<i>Viburnum chenaultii</i>		
4 to 5 ft.	4.50	4.00	18 to 24 ins.	1.40	1.25	18 to 24 ins.	1.50	1.25
<i>Ilex cornuta burfordi</i>			24 to 30 ins.	1.75	1.50	24 to 30 ins.	1.75	1.50
15 to 18 ins.	1.20	1.00	30 to 36 ins.	2.25	2.00	30 to 36 ins.	2.25	2.00
18 to 24 ins.	1.50	1.25	<i>Ilex vomitoria, Pride of Houston</i>			3 to 4 ft.	2.75	2.50
24 to 30 ins.	1.75	1.50	18 to 24 ins.	1.40	1.25	<i>Viburnum juddii</i>		
30 to 36 ins.	2.50	2.25	24 to 30 ins.	1.75	1.50	18 to 24 ins.	1.50	1.25
<i>Ilex cornuta Hume</i>			30 to 36 ins.	2.25	2.00	24 to 30 ins.	1.75	1.50
15 to 18 ins.	1.50	1.25	<i>Ilex vomitoria, dwarf</i>			<i>Viburnum rhytidophyllum</i>		
18 to 24 ins.	1.75	1.50	12 to 15 ins.	1.50	1.25	18 to 24 ins.	1.75	1.50
24 to 30 ins.	1.75	1.50	<i>Jasmine, floridum</i>			24 to 30 ins.	2.00	1.75
30 to 36 ins.	2.25	2.00	15 to 18 ins.	1.20	1.00	30 to 36 ins.	2.50	2.25
<i>Ilex cornuta rotunda</i>			18 to 24 ins.	1.50	1.25	3 to 4 ft.	3.25	3.00
12 to 15 ins.	1.50	1.25	2 to 3 ft.	1.75	1.50	4 to 5 ft.	4.50	4.00
<i>Ilex crenata convexa</i>			<i>Laurel, English</i>			<i>White Dogwood</i>		
12 to 15 ins.	1.00	.80	3 to 4 ft.	1.50	1.25	2 to 3 ft.	1.20	1.00
15 to 18 ins.	1.25	1.00	4 to 5 ft.	2.50	2.25	3 to 4 ft.	1.75	1.50
18 to 24 ins.	1.75	1.50	5 to 6 ft.	3.50	3.00	4 to 5 ft.	2.25	2.00
24 to 30 ins.	2.25	2.00	6 to 8 ft.	5.00	4.50	5 to 6 ft.	3.50	3.00
<i>Ilex crenata heteri</i>			<i>Laurel, English</i>			<i>White Dogwood (Cherokee Princess)</i>		
12 to 15 ins.	1.20	1.00	15 to 18 ins.	1.25	1.00	3 to 4 ft.	2.75	2.50
15 to 18 ins.	1.50	1.25	18 to 24 ins.	1.50	1.25	4 to 5 ft.	3.75	3.50
24 to 30 ins.	2.25	2.00	2 to 3 ft.	1.75	1.50	<i>Pink Dogwood</i>		
30 to 36 ins.	2.75	2.50	<i>Ligustrum lucidum (Black Wax)</i>			2 to 3 ft.	1.75	1.50
<i>Ilex crenata rotunda</i>			15 to 18 ins.	1.20	1.00	3 to 4 ft.	2.75	2.50
12 to 15 ins.	1.50	1.25	18 to 24 ins.	1.50	1.25	4 to 5 ft.	3.75	3.50
<i>Ilex crenata convexa</i>			24 to 30 ins.	1.50	1.25	<i>Live Oak, B&B</i>		
12 to 15 ins.	1.00	.80	30 to 36 ins.	1.75	1.50	3 to 4 ft.	2.75	2.50
15 to 18 ins.	1.25	1.00	<i>Ligustrum lucidum (Black Wax)</i>			4 to 5 ft.	3.75	3.50
18 to 24 ins.	1.75	1.50	15 to 18 ins.	1.20	1.00	<i>Silver Maple, B&B</i>		
24 to 30 ins.	2.25	2.00	18 to 24 ins.	1.40	1.25	6 to 8 ft.	2.00	1.50
30 to 36 ins.	3.25	3.00	24 to 30 ins.	1.65	1.50	8 to 10 ft.	4.00	3.50
3 to 4 ft.	4.50	4.00	30 to 36 ins.	2.00	1.75	10 to 12 ft.	5.50	5.00

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Juniperus chinensis Mountbatten
Juniperus chinensis sargentii
Juniperus chinensis sargentii
glaucia

Juniperus procumbens nana
Juniperus sinensis Blaauw's
Juniperus scopulorum Blue Haven
Juniperus squamata meyeri
Juniperus virginiana burki
Juniperus virginiana canaertii
Juniperus virginiana elegantissima
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pyramidaliformis hillii
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JANUARY 5

General session, Francis W. Knight, Fort Wayne, presiding.

9 a. m.—"Garden Store Merchandising," by Garman Ludwig, Fort Wayne.

10 a. m.—"Knowing the Other Fellow," by Prof. Kline D. Habel, college of business education, Syracuse University, Syracuse, N. Y.

11 a. m.—A. A. N. report, by F. Raymond Brush, executive assistant, A. A. N. headquarters, Washington, D. C.

12 noon—A. A. N. luncheon, room 230.

General session, Donald O'Rourke presiding.

1:30 p. m.—"Personnel Problems Through the Eyes of Employee and Employer," by Prof. Kline Habel.

2:30 p. m.—Business session, President James Maschmeyer presiding; election of officers.

Adjournment.

6:30 p. m.—Annual horticultural week banquet.

NORTH CAROLINA PLANS

The program for the 24th annual short course of the North Carolina Association of Nurserymen was recently announced. The course, to be held January 1 to 3, has headquarters on the campus of North Carolina State College, Raleigh.

Details of the program follow:

JANUARY 1

4 p. m.—Registration, main lobby, Union building.

6 p. m.—Buffet dinner, Union ballroom.

"You—1960," film and comments, with Dr. Bryson L. James, extension specialist, ornamental horticulture, N.C.S.C., moderating.

Opening of trade fair.

JANUARY 2

7:30 a. m.—Directors' breakfast.

9 a. m.—Opening session, Union theater; welcoming address, by Dr. H. Brooks, dean, school of agriculture, North Carolina State College; response, by Jerome Lindley, president, North Carolina Association of Nurserymen.

9:30 a. m.—"Landscape Design, Fundamentals and Techniques," by Richard C. Bell, Goodwin & Bell Landscape Architects, Raleigh.

10:20 a. m.—"Why Change?" by Dr. Bryson L. James.

11 a. m.—"Quarantine Problems of Interest to Nurserymen," by C. H. Branstrom, division of entomology, North Carolina department of agriculture, Raleigh.

11:20 a. m.—"Lawn Grasses for North Carolina," by John H. Harris, in charge of extension horticulture, N. C. S. C.

11:50 a. m.—Lunch and business meeting, Union ballroom, with Jerome Lindley presiding.

2:15 p. m.—"Business Analysis for Greater Profits," by Robert L. Johnstone, extension farm management specialist, N. C. S. C.

3 p. m.—"Keeping an Eye on Plant Disease," by Dr. Frank A. Haasis, plant pathologist, N. C. S. C.

3:30 p. m.—"Ornamental Plant Nutri-

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Heavy Weight 100 \$3.75 1000 \$35.00	Heavy Weight 100 \$4.50 1000 \$42.50	Heavy Weight 100 \$5.25 1000 \$50.00	Heavy Weight 100 \$6.25 1000 \$60.00
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Top . . . 8½" Bottom 6½" High . . . 9"	Top . . . 10" Bottom 8" High . . . 10"	Top . . . 12" Bottom 10" High . . . 12"	Top . . . 8½" Bottom 7½" High . . . 6"
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Michigan	E. C. Geiger, North Wales
Minnesota	Verscharen's Garden Centers, R. 51, Brentwood, Pittsburgh
Massachusetts	New Yorker Bag & Burlap Co., 651 Marshall St., Elizabeth
Oregon	Somerset Rose Nursery, Inc., New Brunswick
Canada	Quackenbush Industries, Inc., 9245 Cherry St., Franklin Pk.
	Geo. J. Ball, Inc., West Chicago
	Growers Exchange, Inc., P. O. Box 397, Farmington
	Strickland Seed Store, 1429 Gratiot Ave., Detroit
	Kelley & Kelley, Inc., Long Lake
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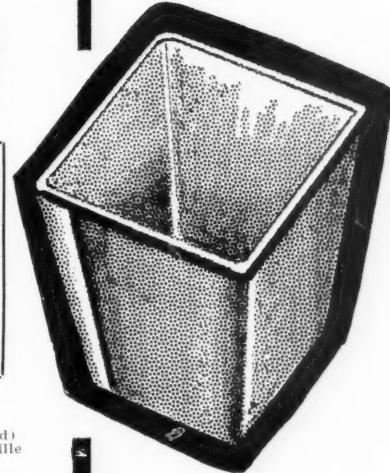
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tion and Fertilization, by Dr. Robert Schramm, horticulture department, N. C. S. C.

4 p. m.—"Roses," by Glenn O. Randall, horticulture department, N. C. S. C.

6 p. m.—Annual N. C. A. N. banquet, with Dr. Fred Cochran, head, department of horticulture, N. C. S. C., presiding.

"Raising the Picture Just a Little Bit Higher," by Fred C. Galle, director of horticulture, Ida Cason Callaway Gardens, Pine Mountain, Ga.

JANUARY 3

9 a. m.—"Adapting Equipment for Particular Needs," by Fred C. Galle.

9:45 a. m.—"Are We Still Selling Model T's in the Modern Market?", by Dr. Fred J. Nesbet, Biltmore Estate, Asheville, N. C.

10:45 a. m.—"Plastics," by G. Victor Ball, George J. Ball, Inc., West Chicago, Ill.

11:30 a. m.—Research reports, "Fertilization of Container-Grown Plants," and "Propagation of Ericaceous Plants," by Dr. Thomas F. Cannon, horticulture department, N. C. S. C.

12 m.—Dutch lunch, Union ballroom.

1 p. m.—"Shade Trees, Pruning and Fertilization," by Dr. J. B. Gartner, horticulture department, N. C. S. C.

1:30 p. m.—"Do We Need a Nurserymen's Cooperative?", with Bryson L. James moderating.

2 p. m.—Visit to ornamental research farm and test gardens at Method, with Dr. Thomas F. Cannon as tour guide and moderator.

INDIANA ARBORISTS

January 4 to 6 are the dates set for the midwinter conference of the Indiana Arborists Association, to be held at the Memorial Center, Purdue University, Lafayette, Ind. According to the program released by Bill Smith, program chairman for the event, registration will begin at 3 o'clock Wednesday afternoon, January 4, with an informal social hour and an executive board meeting scheduled for that evening. Sessions of the remaining two days of the conference are arranged as follows:

JANUARY 5

9 a. m.—Welcome address, by Dr. E. C. Stevenson, head, department of horticulture, Purdue University.

9:30 a. m.—"Shop Kinks," by Karl Kuemmerling, Karl Kuemmerling & Associates, Inc., Canton, O.

10:30 a. m.—"Salesmanship," by Don Bowton, vice-president, Dale Carnegie Courses, Fort Wayne, Ind.

11:30 a. m.—Lunch.

1:30 p. m.—"Maple Blight," by Dr. R. L. Giese, department of entomology, Purdue.

2:15 p. m.—"Foliar Disease of Maples," by Dr. J. C. Carter, Illinois Natural History Survey, Urbana, Ill.

3 p. m.—"Root and Trunk Problems," by Dr. R. J. Green, Jr., department of botany and plant pathology, Purdue.

3:45 p. m.—"Maple Identification," by Dr. A. T. Leiser, department of horticulture, Purdue.

4:30 p. m.—"Fertilizer Problems," by Paul Tilford, executive secretary, National Arborist Association.

5:15 p. m.—Dinner.

7:30 p. m.—Open discussion, with a

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JANUARY 6

9 a. m.—"Microwave Magic," by Jack Phares, General Telephone Co. of Indiana, Fort Wayne.

10 a. m.—"Save Money with a Safety Program," by Ken Daniels, Hartford Accident & Indemnity Co., Indianapolis, Ind.

11 a. m.—"Wage-Hour Provisions of the Fair Labor Standards Act," speaker to be announced.

12 noon—Lunch.

1 p. m.—"Line Clearing," speaker to be announced.

2 p. m.—"Trees and Landscaping," by H. W. Gilbert and N. W. Marty, department of horticulture, Purdue.

3 p. m.—Adjournment.

WESTERNERS' PROGRAM

Sandwiches and coffee will be served Sunday evening, January 1, to members arriving early for the annual meeting of the Western Association of Nurserymen at the Bellerive hotel, Kansas City, Mo. Guest speaker at an informal session that evening will be Dr. Cynthia Westcott, Glen Ridge, N. J. The tentative program for the meeting proper, January 2 to 4, is arranged as follows, according to H. F. Danbury, secretary-treasurer:

JANUARY 2

9 a. m.—Registration.

1 p. m.—Lunch.

1:30 p. m.—W. A. N. business meeting, including treasurer's report and committee appointments.

2 p. m.—Address by Dr. Cynthia Westcott.

3:30 p. m.—Address by Dr. R. P. White, executive vice-president, American Association of Nurserymen.

8 p. m.—Address by Eric Lawson, Syracuse University, Syracuse, N. Y.

JANUARY 3

9 a. m.—Address by Eric Lawson.

10:30 a. m.—W. A. N. business meeting, including committee reports and election of officers.

11:30 a. m.—Lunch.

1:30 p. m.—Address by Dr. J. P. Mahlstedt, Iowa State University, Ames.

3 p. m.—Address by H. L. Jacobson, weather bureau staff member.

7 p. m.—Banquet, with entertainment and dancing.

JANUARY 4

9 a. m.—Address by R. W. Lansford, University of Missouri, Columbia.

10:30 a. m.—Talk on credit in the nursery business.

11:30 a. m.—Adjournment.

ILLINOIS TURF MEETING

The University of Illinois announces that it will present the first Illinois turfgrass conference December 1 and 2 at Bevier Hall on the university campus at Urbana, Ill. Arranged and conducted by the U. of I. college of agriculture, with the cooperation of the Illinois Turfgrass Foundation, the conference program features a concluding panel discus-

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DIESELS...cost-pinching, easy-starting rigs for every grower, retailer, and landscape contractor

Now — in addition to a full line of *new* gas-powered *Utility* tractors and equipment — Case is proud to announce the availability of famous Case *Dynaclonic* diesel engines, as power options in all 1961 wheel and crawler models. Compact, powerful, and thoroughly job-tested, these engines let you realize the time- and wage-saving advantages of mechanizing hundreds of your every-day tasks — *plus* the extra fuel-savings and long-life stamina of diesel power.

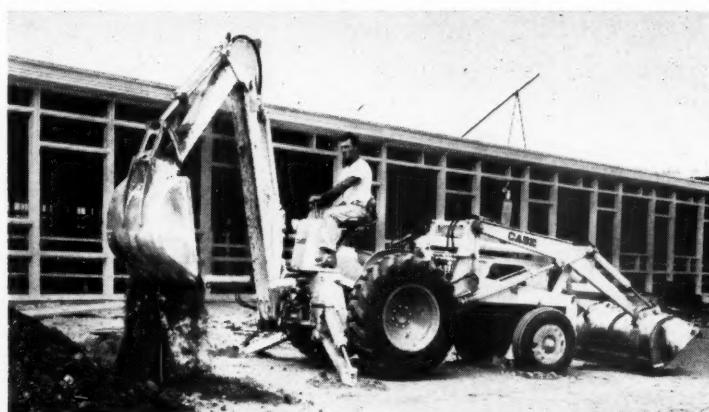
Husky 4-cylinder Case-built diesel engines have earned a world-wide reputation for quick, easy starting — even in sub-zero weather. They give you smooth, high-torque power for fast load-starting and heavy pulls. Exclusive *Dynaclonic* combustion system mixes fuel and air thoroughly... burns clean to give you maximum work-output from every drop of low-cost fuel. Five main bearings and other heavy-duty features keep wear-rate low... repair costs to minimum. Your entire *Utility* machine — tractor, engine and equipment — is engineered and built by Case, to give you high quality machinery and dependable one-stop service.

Get a Case diesel demonstration—FREE!

See your Case Dealer real soon and ask him to put one of these new cost-pinching *Utility* diesel units through its paces for you. Or send the coupon for more details on machines that interest you.



Low-cost, mobile "handyman" tractor — Case Model 430 is powered by 35 hp *Dynaclonic* diesel or 37.5 hp gasoline engine, 1000-lb (or 1200-lb) loader-unit with rear hitch mounts all-purpose blade, scarifier/scraper, other soil-working tools... also center, rear, or side-cutter mowers; 10' backhoe for trenches and planting holes.



Crawler tractors, dozers, and loaders

Model 310 with 35 hp *Dynaclonic* or 42 hp gas engine gives you 5815 lbs drawbar pull (gas), power-turn steering. Available with bulldozer (shown), angling dozer, power-tilt or power-angling blades; or 3/4-yd high-dump front loader... rear winch, scarifier, backhoe, or hitch for multiple tools.

Powerful, work-and-run

Model 530 — Choice of 40 hp *Dynaclonic* diesel or 47 hp gasoline engine; shuttle-shift and power-steer, std. Available with 2000-lb loader, 14' backhoe, same attachments and mowers as Model 430.

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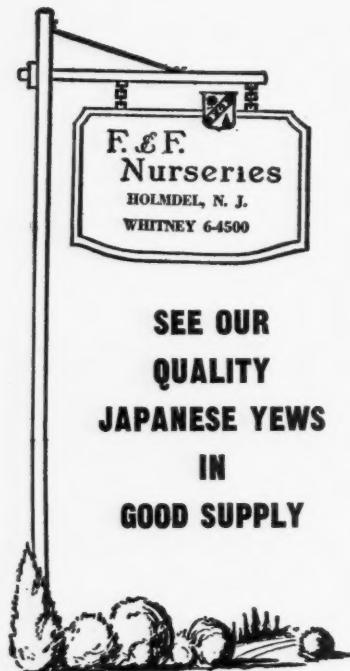
430 Wheel tractor 310 Crawler tractor
 530 Wheel tractor with Loader Backhoe Mowers Dozers

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In Wide Assortment

Acer atropurpureum Bloodgood, Azaleas, Berberis, Cornus florida rubra, Evergreens, Ilex, Magnolias, Hybrid Rhododendrons, Taxus, in variety, etc., in 1, 2 and 3-yr. transplants at competitive prices. Write for list on business stationery.

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Deerfield, N. J.

EVERGREENS

300 acres of choice Evergreens ready for immediate resale

Write for list.

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Rhododendron • Kalmia • Azalea
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QUALITY STOCK GROWN BY US

Roses, Azaleas, Evergreens, California Privet, Green Barberry, Red Barberry (fine strain).

Seedlings and transplants.
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P. O. Box 336 MILFORD, DEL.

sion December 2 on "Major Problems in Turfgrass Production in Illinois."

Faculty members of Purdue University and of Iowa State University will join professors from the U. of I. in presenting most of the sessions, which will cover turf establishment and management; control of turf insects, diseases and weeds; ground covers; soils, and fertilizers.

CONNECTICUT PLANS

Past President Warren Richards, Clinton Nurseries, Clinton, Conn., will welcome members of the Connecticut Nurserymen's Association to the Waverly Inn, Cheshire, Conn., when the group's 54th annual winter meeting is called to order Wednesday morning, December 28.

According to a tentative program released by Charles Barr, C. N. A. executive secretary, the business meeting will continue, after Mr. Richards' address, with reports of officers and committees, with a progress report on the gypsy moth program as a special feature.

Winners of C. N. A. scholarships will be introduced, and 4H Club awards will be presented before the association's officers for the coming year are elected and installed. Committee appointments will then conclude the business meeting.

A social hour, beginning at 11:30 o'clock, will precede the luncheon, at which the C. N. A. scholarship awards will be presented. F. Raymond Brush, executive assistant, American Association of Nurserymen, will be guest speaker. Unfinished business will then be disposed of, and the meeting will adjourn.

PENNSYLVANIA MEETING

The Pennsylvania Nurserymen's Association will hold its annual meeting at the Penn Harris hotel, Harrisburg, according to Wilbur I. Nisley, secretary of the association. The dates were set as February 1 and 2.

OREGON SHORT COURSE

The Oregon Association of Nurserymen will meet February 7 and 8 for its annual short course. Oregon State College, Corvallis, will again be the site for the sessions, it was recently announced.

NEW ENGLAND MEET

The annual meeting of the New England Nurserymen's Association will be held February 7 to 9, according to Erwin W. Whitham, secretary

THE NEW TAXUS ANTHONY WAYNE

(Plant Patent No. 1617)

Well-established rooted cuttings from 2 1/4-in. pots, 6 to 8 ins., 50c.

2-yr., bedded transplants, 75c.

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LINERS

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60 acres growing. Skaneateles, N. Y.

DECIDUOUS AND EVERGREEN TREES AND SHRUBS

Outstanding assortment.

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LITTLE SILVER, N. J.

**For More Production-
In Big Timber and Small-
SEVEN out of TEN
Saw Owners Choose
OREGON® Chain-**

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What kind of timber do you cut? Pulpwood? Firewood? Poles? Posts? Saw logs? Veneer peelers?

Regardless of use, species, size, you'll cut more timber with any make of saw when you equip it with genuine OREGON Chain.

True, that's a big claim. But it checks out: for years, the country over, 7-out-of-10* saw owners have chosen OREGON Chain again and again. Experience has taught them to count on OREGON for speed, toughness, long service . . . for maximum, money-making production.

How about you? Next time you buy a chain, join the 7-out-of-10 who've proved it pays to keep *any* saw OREGON-IZED®. Ask for, and be sure you get, an OREGON Chain. The name is on every cutter, and every good dealer has it.

*Data from 1959 survey, "The Woodcutting Industry." Details on request.

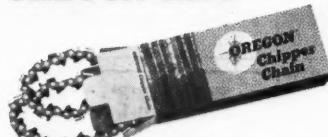


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We carry in season a very large selection of the best varieties (the real money-makers) in several grades, all of which are hardy here in northern New Jersey, as well as farther north. Our prices are right, and our quality and service are completely satisfactory. Quantity and pickup discounts are regularly given. Whether you write, phone or visit, we welcome your questions and the opportunity to help you with your lining-out requirements.

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Growing Top-Quality Hardy Liners Exclusively since 1921

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Trees and Shrubs

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Currents

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Write for wholesale list.

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Growing a general line of nursery stock.

Specializing in shade and ornamental trees.

Serving the Wholesale Trade

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On 2-yr. RHODODENDRONS

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Top-Quality Nursery Stock.

Daniel P. Quigley, Pres.

Established 1846

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Growers of Quality

Taxus, Ilex and other Ornamentals.

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EVERGREEN

Seedlings and Transplants

Growers of Spruce, Fir, Hemlock,
Juniper, Mugho Pine, etc.

Free Wholesale Price List

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of the association. The Hotel Kenmore, Boston, Mass., was chosen as headquarters.

PLANT GROWERS MEET

February 11 has been set for the annual meeting of the New Hampshire Plant Growers Association, according to L. A. Dougherty, secretary. Putnam Hall at the University of New Hampshire, Durham, N. H., was chosen as headquarters for the business sessions.

MIDWEST TREE MEETING

An attendance of 450 is expected by the Midwestern chapter of the National Shade Tree Conference when it holds its winter meeting February 15 to 17 at the Hotel La Salle, Chicago, Ill. Secretary-treasurer Noel Wyson announces that program emphasis will be placed on new developments and research, particularly in the use of systemics for treatment of tree diseases.

MARYLAND SHORT COURSE

The date for the Maryland Nurserymen's Association short course has been set as February 16, according to Thomas T. Adams, executive secretary of the association. The University of Maryland campus, College Park, Md., was chosen headquarters for the sessions.

PENN STATE CONFERENCE

February 21 to 23 are the dates recently set for a conference of Pennsylvania nurserymen, according to Prof. R. P. Meahl, of Pennsylvania State University, University Park. The conference is being sponsored by the university, and headquarters will be on campus.

OHIO GROUP SETS DATE

Secretary-treasurer Marie Brandstaetter of the Lake County Nurserymen's Association announces that the Ohio nursery group will again hold a 1-day nurserymen's school in conjunction with its annual winter meeting, which is scheduled for February 22. Hellriegel's Inn, on Route 20, Painesville, O., will be the meeting place.

MASSACHUSETTS DATES

February 23 and 24 are the dates set for Massachusetts Nurserymen's Association's sixth annual short course. Waltham field station, University of Massachusetts, Waltham,

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AZALEALAND NURSERIES

Northern-grown, hardy azaleas, well-budded, sheared, heavy stock, field-grown, excellent foliage, over 200,000 for fall and spring delivery. All B&B.

	Each		Each		Each
Amoena		Maxwellii		Favorite	
8 ins.	\$0.75	8 ins.	\$0.75	8 ins.	\$0.75
10 ins.	1.00	10 ins.	1.00	10 ins.	1.00
12 ins.	1.25	12 ins.	1.25	12 ins.	1.25
15 ins.	2.00	15 ins.	2.00	15 ins.	2.00
18 ins.	2.50	18 ins.	2.50	18 ins.	2.50
Coral Bells		Louise Gable		Polaris	
8 ins.	.75	8 ins.	1.00	8 ins.	.75
10 ins.	1.00	10 ins.	1.25	10 ins.	1.00
12 ins.	1.25	12 ins.	1.50	12 ins.	1.25
15 ins.	2.00	15 ins.	2.50	15 ins.	2.00
		15 ins.	2.50		
Hinodegiri		Rose Bud		Beethoven	
Our Hinos are very dark red.					
8 ins.	.75	8 ins.	1.00	8 ins.	.75
10 ins.	1.00	10 ins.	1.25	10 ins.	1.00
12 ins.	1.25	12 ins.	1.50	12 ins.	1.25
15 ins.	2.00	15 ins.	2.50	15 ins.	2.00
18 ins.	2.50	18 ins.	3.50	18 ins.	2.50
20 ins.	3.50	24 ins.	6.50	20 ins.	3.50
24 ins.	5.00				
30 ins.	6.00				
36 ins.	7.50				
Orange Beauty, Kurume		Rose Greely		Johann Strauss	
8 ins.	.75	8 ins.	1.00	8 ins.	.75
10 ins.	1.00	10 ins.	1.25	10 ins.	1.00
12 ins.	1.25	12 ins.	1.50	12 ins.	1.25
15 ins.	2.00	15 ins.	2.50	15 ins.	2.00
18 ins.	2.50	15 ins.	2.50	18 ins.	2.50
				20 ins.	3.50
Hino-Crimson		Addy Wery			
8 ins.	.75	8 ins.	1.00		
10 ins.	1.00	10 ins.	1.25		
12 ins.	1.25	12 ins.	1.50		
15 ins.	2.00	15 ins.	2.50		
18 ins.	2.50	18 ins.	3.50		
		24 ins.	5.00		
Snow		Apple Blossom, Kurume		Lilacina	
8 ins.	.75	8 ins.	.75	8 ins.	.75
10 ins.	1.00	10 ins.	1.00	10 ins.	1.00
12 ins.	1.25	12 ins.	1.25	12 ins.	1.25
15 ins.	2.00	15 ins.	2.00	15 ins.	2.00
18 ins.	2.50	18 ins.	2.50	18 ins.	2.50
		20 ins.	3.50	20 ins.	3.50
		24 ins.	5.00	24 ins.	5.00
Ledifolia Alba		Daybreak, Kurume			
8 ins.	.75	8 ins.	.75		
10 ins.	1.00	10 ins.	1.00		
12 ins.	1.25	12 ins.	1.25		
15 ins.	2.00	12 ins.	1.25		
18 ins.	2.50	15 ins.	2.00		
20 ins.	3.50	18 ins.	2.50		
24 ins.	5.00	20 ins.	3.50		

Rooted cuttings of all above varieties ready November 1. \$50.00 per 1000.

1-yr., T., \$125.00 per 1000.

Our azalea beds are treated for shipment outside Japanese Beetle zone.

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100 Acres of Choice Nursery Stock Strictly Wholesale

Taxus Hemlock Magnolia
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Azalea Pyracantha
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All Sizes

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Phone: BAYport 8-0811

Nursery Price List
Sent on Request

Mass., was again chosen as headquarters for the course, according to Richard S. Guild, executive director.

CANADIANS' SUMMER MEET

The 38th annual meeting of the Canadian Association of Nurserymen has been scheduled for mid-July, 1961, instead of a winter date, as usually set.

LANDSCAPE CLINICS

[Concluded from page 10]

ly by the atmosphere in which it is presented. The comfortable civic building gains the clinic or show a place with the better presentations in the community.

Door prizes are not given so much for their intrinsic value as for the air of informality that they produce when all gather at the end of a program series to see who the "lucky winnaahs" are. Drawings should continue until the person with a winning ticket stub is found in the crowd. Those who leave early forfeit their chances.

In Smaller Communities

If you are located in a smaller community where a clinic would not be practical, an open house or public demonstration of landscape development may serve as well. Consult with local co-operative extension service personnel, nurserymen, garden center operators, park and cemetery people and garden groups to start a nucleus. A unique sort of education-promotion event geared to the needs of the community has every reason to succeed.

As the title of this article implies, landscape clinics are "cooking" right now. The 1961 version of landscape and garden "hot dishes" is on the way!

ROSE PUBLICITY

All-America Rose Selections, with the assistance of Donald E. Degnan Associates, New York city, N. Y., has distributed the fall issue of a new series of clip sheets, providing rose garden features for editors without charge. The stories and suggestions are said to have emanated from A. A. R. S. members and cover a range of interests in rose growing, including planting methods, new varieties, hybridizing facts and culture. Available illustrations are reproduced. The leading article in the current release points out advantages of fall planting of roses, concerning which a stapled-on note lists nine states in which the material is not applicable, because of the climate.

Brookfield Farms

Growers of Quality
Finished Landscape Material

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CASTANEA MOLLISSIMA

(Chinese Chestnut)

Blight-resistant Chinese Chestnut trees raised from a heavy-bearing strain originally obtained from the U. S. D. A. and now generally known as the Hemming strain.

Per Per Per
10 100 1000

1-yr., 18 to 24 ins.	\$ 4.00	\$35.00	\$325.00
2-yr., 2 to 3 ft....	7.00	65.00	600.00
3 to 4 ft.....	10.00	85.00	750.00
4 to 5 ft., \$2.00 each.			

We have a nice supply of these, about 10,000 1 and 2-yr. trees. We also have some large specimens for landscape use.

EASTERN SHORE NURSERIES, INC.

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LINING-OUT STOCK

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Taxus, transplants, 2 to 4 yrs.
Boston Ivy, 1-yr., S.
Red Barberry, 2-yr., S.

Write for list.

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Hemlocks, Ferns, Wild Flowers
Trees, Shrubs

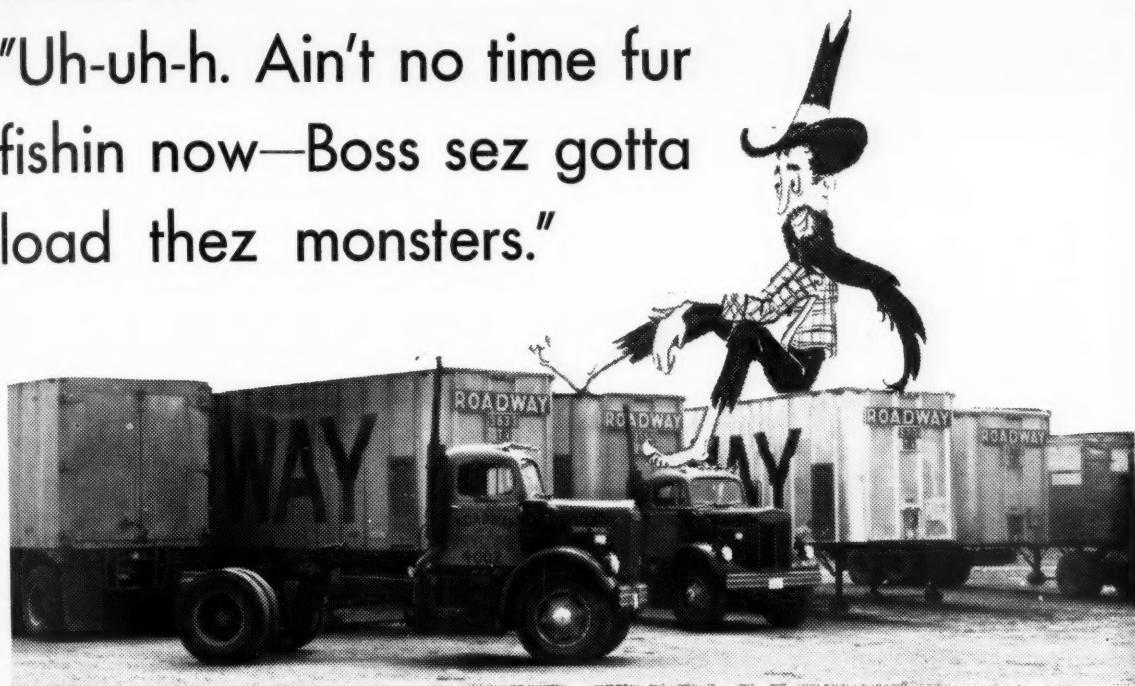
ISAAC LANGLEY WILLIAMS
EXETER, N. H.

EVERGREEN SEEDLINGS

By the 100 or 1,000,000
Write for free price list.

CANALE'S FOREST NURSERY
Shelby, Pa.
Phone: Elderton, Fleetwood 4-2461

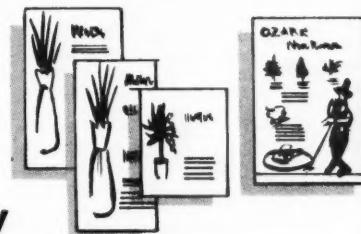
"Uh-uh-h. Ain't no time fur fishin now—Boss sez gotta load thez monsters."



Shor lotsa work kum'n up down hyar in the Ozarks. Them plants is lookin better'n I ever seed 'em befor. Boss called in them big truks 'n sez to load 'em up. They's all fired up 'n ready to take off fur furrin parts. Y'or ter see the loads, too. Thar's all them plants, with all kinda rappins. Sums got that bran' new burlap package on 'em, which is jest th' thing for nerserymen, sums bar'-root

'n sums balled 'n burlapped. Enway, that's the healthies' crop we'n ever seed down hyar. Better save frate'n let Ozark truks kum rite t'yar store.

Ozark Ike Says - "Lotsa DEALER-AIDS"



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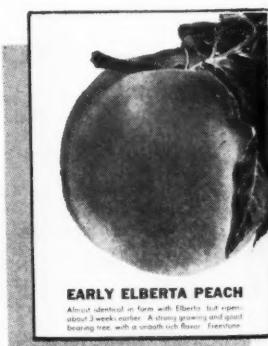
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TREES and SHRUBS

The Book of Shrubs, by A. C. Hottes. Various lists of shrubs for many uses. Covers propagation, transplanting, pruning, soil requirements, etc. 448 p. 6th edition. (1952) \$4.95

The Friendly Evergreens, by L. L. Kumlien. Seed collecting, propagation, digging and transplanting, root pruning, insects and diseases. 500 illus., 82 in color. 240 p. (1946) \$10.00

Christmas Trees for Pleasure and Profit, by Chapman and Wray. Suitable land, species to plant, care of stock, laying out plantation, harvesting and marketing. 215 p., illus. (1957) \$3.75

Hollies, by Harold Hume. Chapters include American holly varieties, English, Chinese, Japanese, miscellaneous evergreen hollies, deciduous, caffeine, propagation, pollination, culture and holly pests. 241 p., 72 illus. (1953) \$6.75

Handbook of Hollies, edited by Harry William Dengler and 25 contributors to the American Horticultural Society. Fascinating, technically accurate, readable information about the shrubs and trees which are members of the holly family. Treats of culture, pruning, propagation, uses, care and diseases of hollies. 193 p. (1957) \$3.00

Trees for American Gardens, by Dr. Donald Wyman. Botanical and common names of 745 recommended trees. Secondary list of 1,600. Bloom, ornamental fruit, foliage colors, etc. 376 p. (1951) \$8.00

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COVER ILLUSTRATION

Tsuga Diversifolia

The Japanese hemlock was first introduced into England from Japan in 1861 and probably came to America shortly thereafter. It is distinct among the hemlock species in that it is densely pyramidal in habit, as the illustration on the front cover well shows. The plant portrayed on the cover has been growing in the Arnold Arboretum at Boston, Mass., since 1897, when it was obtained as seed from Tokyo.

It has been perfectly hardy during that period, but cannot withstand as low temperatures as can the two native species, *T. canadensis* and *T. caroliniana*. One of the reasons why this species always appears to be so dense is that the needles may remain on the branchlets eight to 10 years, while those of the Canada hemlock usually fall off at the end of four years and those of the Carolina hemlock drop after about five years.

The Siebold hemlock, a close relative in Japan, grows into a standard tree, with an open branching system not unlike many of our other evergreens. Because of this, it is not sufficiently distinctive to be recommended here. The Japanese hemlock does have the densely pyramidal, almost clipped appearance, which tends to give it good quality for ornamental planting.

Both of these Japanese natives are differentiated from other members of the *tsuga* group because their needles are notched at the tips. The Japanese hemlock has pubescent 1-year branchlets, while Siebold's hemlock has glabrous branchlets.

Of the exotic hemlocks from other continents, *Tsuga diversifolia* makes the best ornamental for all but the extreme southern United States. Its rounded pyramidal habit, dense foliage and dark evergreen needles make it a neater and smaller tree than the other hemlocks, although it is lacking in the graceful branching habit of the two eastern native species.

Donald Wyman.

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THIS BUSINESS OF OURS

Reflections on the Problems of Nurserymen

By E. Sam Hemming

USES OF A MICROSCOPE

The most useful tool a nurseryman can carry in a pocket, next to a pocketknife, is a hand lens, or magnifier. Similarly, one of the most useful instruments he can possess is a microscope. It has always seemed a bit odd to me that most of us who studied considerable botany and its related sciences in college rarely think of the microscope as a tool of continued usefulness. If there is any inclination to possess one, it is generally just for the pleasure it can afford.

Both the hand lens (simple microscope) and the compound microscope are useful to the nurseryman in many ways. The hand lens is highly useful in examining plants for tiny insect pests and mites and their eggs, as well as for determining the presence of fungi and identifying them. In a previous article I mentioned using a microscope for the identification of nematodes. These pests are being given increasing attention, so that everything one can learn about them will be important.

These are the usual uses, but there are others. Magnification in some degree is a necessary aid in almost any hybridization or plant-breeding project. Even the larger flowers are best examined under a lens in studying the stamens, pistil and pollen. The study of pollen is quite an intricate one, for the variation in size and nature is great. Some pollen is quite large; some is so small that it cannot be seen as individual grains under anything less than a compound microscope. Ragweed pollen, the cause of most hay fever, is one of these, as is the pollen of some of the conifers.

Aid in Plant Breeding

Another obvious use of the microscope is in plant breeding experiments where the flowers are minute. Partly because of the ease of carrying on hybridization in plants with large flowers, most of the work has been done with these. There are many choice ornamentals with minute flowers that offer opportunities for plant creation of new varieties and clones.

The microscope might be useful in answering questions as to why pollination in some plants fails to pro-

duce fertilization. An example is the inability to make *Lycoris squamigera* produce seeds. In still another branch of the same field, a study of microscopic qualities in stem and leaf structure might indicate the reasons for hardiness or the lack and might simplify the way of pointing out qualities that would increase the hardiness of individual species.

The simple microscope is useful to the nurseryman who does much seed propagation. Some seeds, of course, are so small that one almost needs a lens to see them, and one certainly does need a lens to see if they are viable. It can save considerable labor if seeds are examined for that purpose. We often find *Cedrus deodara* and *Cunninghamia lanceolata* have a low proportion of good seeds. We sow the seeds accordingly and obtain a normal looking stand in a flat instead of the dozen or so plants that we might get if we did not do that.

Fruit growers use the lens or the microscope in the examination of blossoms for frost damage; a similar use by nurserymen in determining like injuries in plants would be possible.

Hobby Possibilities

Earlier it was mentioned that the possession of a microscope is often considered for the pleasure it can afford. Actually this can be great, particularly for one keenly interested in plants. Such interest makes an ideal hobby pursuit for the nurseryman. With the microscope one seems to enter a new and different world. Minute parts of plants always seem to be more attractive and painstakingly designed than the normal-size features visible to the unaided eye. In fact, nature in the microscopic world has often been used as a source of designs for patterns on textiles, etc.

There are a number of combined useful hobby possibilities, such as a study of pollen, of seed and stem cross-sections and even of roots. The infinite variety of hairs to be found on foliage is quite intriguing.

To some, the idea of needing a microscope to aid his business may seem an added complication, but the instrument can provide both pleasure and profit.

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KINGWOOD NURSERIES
Mentor, Ohio



"Brain Storming"

Session in Massachusetts

By Richard S. Guild

The fall meeting of the Massachusetts Nurserymen's Association, at the Waltham field station, Waltham, October 26, employed the discussion method technique to determine what the membership feels are the most important areas in which the association should spend its time.

The program was entitled "Brain Storming" and followed a technique developed by Donald Phillips, president of Hillsdale College, Hillsdale, Mich.

Leading the meeting was James G. Roberts, executive vice-president of the Greater Boston chamber of commerce. Mr. Roberts, who served as manager of the United States Chamber of Commerce, Southwestern Division, has conducted many similar meetings for trade and commercial organizations.

Before starting the discussion Mr. Roberts stressed the importance of having a strong association. He said that too often association members disagree on small things and let the really important points go by without giving proper support to them. He indicated the three major elements of a strong association as (1) men and women, (2) proper financing and (3) program and goal.

With these elements as a guide, the 50 members present, seated at tables of six or seven, discussed the subject, "What would you like to have your association do for you that it is not now doing, and with which you will help." Each member had an opportunity to express his opinion and after a 10-minute period the secretary reported the idea that his table felt was most important.

Thirteen suggestions were made and reviewed by the executive director. Other ideas not announced by the tables were submitted to the chair for consideration at a later time.

After the discussion session the rest of the meeting was devoted to committee reports and current association business.

C. A. BOYER, chief of the plant industry division, Michigan department of agriculture, Lansing, has accepted the chairmanship of the National Plant Board.

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TEST HIGHWAY HEDGE

The Connecticut highway commission last month conducted a series of crash tests of a stock automobile by sending it hurtling into a multiflora rose hedge.

Miss Patricia Jones, Chrysler safety consultant, drove a Dart Seneca 4-door sedan into the rose hedge at various speeds and angles, to determine the effectiveness of the Rosa multiflora japonica in bringing a car to a halt before it crosses into an oncoming lane.

This was the first "in use" test of Connecticut's rose hedge under actual highway conditions. Tests at slower speeds under artificial conditions had previously indicated the usefulness of the half-mile section of the Wilbur Cross parkway (Route 15) which was planted with the multiflora bushes in double-row hedges in 1956. Another 15 miles, requiring about 150,000 bushes, is scheduled to be planted.

In Miss Jones's first test, on a southbound drive, she sent the 3,500-pound car into the multiflora hedge at a 30-mile-per-hour speed. The bushes slowed the car to 15 miles per hour in the 45 feet it traveled before emerging onto the northbound opposite lane. In the second test, the car hit the hedges at 35 miles per hour on a 10-degree angle. The hedge slowed the car to 10 miles per hour in approximately 60 feet. On the third try, Miss Jones sent the car into a section of hedges planted four years ago. The car, hitting at 40 miles per hour on a 5-degree angle, was slowed to five miles per hour before emerging on the opposite lane some 80 feet from the point of impact.

Connecticut highway commissioner Howard Ives, in charge of the tests, noted that the hedges were not yet fully mature, that only one row of them had been tested, that they had been planted four feet apart and that cold weather had deprived them of some of their resiliency. He is convinced a double row of mature hedges, planted close together, could stop a car at normal speeds.

CHANGE IMPORT ACT

A quarantine revision effective October 29, 1960, terminated the requirement that evergreen rhododendrons, as well as deciduous types with foliage, imported into this country should be grown under post-entry quarantine. This requirement was promulgated in 1956 to prevent the entry of the rust organism Chrysomyxa ledi rhododendri, which attacks spruce as its alternate host in

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other countries. At that time an attempt was being made to eradicate an introduction of the fungus in the Pacific northwest. During the work with the domestic infection along the Pacific seacoast it was found the rust does not in that region produce the spore stage that is the cause of infection in spruce. Efforts at eradication have therefore been discontinued. Rust damage to rhododendron plants has been considered negligible.

HEMLOCKS

[Continued from page 13]

ies considerably. Those native on the Pacific coast are hardy only in zone 6 and so have restricted use in the eastern United States. This is the form that grows quickly, reaches 200 feet in height and is one of the most valuable timber trees of the Pacific coast.

The slower-growing form, which should be termed the variety *glauca*, is native in the Rocky mountains and is perfectly hardy in zone 4. In fact, it has not been injured in the Arnold Arboretum. Unfortunately, it is not deep rooted and can be blown over by high winds. Also, some varieties as they reach 40 to 50 feet in height have rather wide-spreading branches, which we have found are easily broken in high winds.

As a rapidly growing pyramidal evergreen specimen, it is one of the best. Nurserymen should give this plant, and its varieties, much more attention than they have been doing, propagating it asexually, as they do hemlock variants. It holds its needles well when cut, hence makes a fine Christmas tree. It is easily distinguished from other narrow-leaved evergreens because of its soft needles; peculiar, pendulous cones, and long, pointed terminal end buds, which have many scales. Varieties of *Pseudotsuga menziesii* are:

P. m. caesia—Zone 6; leaves bluish green.

P. m. compacta—Zone 5, with compact, conical growth.

P. m. fastigiata—Zone 6, fastigiate habit.

P. m. glauca—Zone 4; the hardier Rocky mountain form, which has several variants to be noted in this listing as hardy in zone 4. This form is slower in growth than that of the Pacific coast, is denser and has bluish-green needles.

P. m. Glauca Pendula—Zone 4; the pendulous-branched, hardier form.

P. m. globosa—Zone 4; dwarf and globose.

P. m. pendula—Zone 6; the pen-

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2-yr., S., 4 to 8 ins.	18.00
White Spruce	
4-yr., T., 10 to 16 ins.	49.00
4-yr., T., 5 to 9 ins.	32.00
Black Hills Spruce	
4-yr., T., 8 to 12 ins.	60.00
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4-yr., T., 5 to 10 ins.	85.00
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2-yr., S., 4 to 8 ins.	18.00
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4-yr., T., 9 to 14 ins.	60.00
2-yr., S., 2 to 4 ins.	12.00
Scotch Pine (Spanish Sierra or French Auvergne)	
3-yr., T., 7 to 14 ins.	
6 to 12 branches per plant	45.00
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Scotch Pine, nonyellowing	
4-yr., T., 12 to 16 ins.	60.00
8 to 12 ins.	35.00
Scotch Pine (Bavarian)	
4-yr., T., 10 to 14 ins.	50.00
6 to 10 ins.	30.00
Scotch Pine (Austrian Hills)	
4-yr., T., 12 to 16 ins.	40.00
2-yr., S., 8 to 12 ins.	15.00
Austrian Pine	
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3-yr., T., 6 to 10 ins.	40.00
2-yr., T., 4 to 6 ins.	20.00

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dulous-branched form of the Pacific coast type.

P. m. pumila—Zone 4; dwarf, compact, globose.

P. m. viridis—Zone 6; the Pacific coast type, not so hardy as that native of the Rocky mountains.

Hemlocks To Discard

Tsuga canadensis varieties:
albo-spica—Tips of young shoots white.
argentea—Poor foliage color.
atrovirens—Differs only slightly from macrophylla.

area—Foliage tinged yellow, often looks sickly and sometimes reverts to normal green when moved to better soil.

cinnamomum—Slow growing, small leaves.

compacta—A good name, but our plant, 30 feet tall, has not aged well. Its foliage is good and close set, but the branching is rather loose and open. Apparently this, at maturity, does not make nearly so good a specimen as does Fremd.

Deep Green—Synonym with atrovirens.
gracilis—Similar to macrophylla.

Hiti—Dense and pyramidal, but our plant, 18 feet tall and 12 feet across at base, has more and more normally open branching as it matures.

Huss—Very dwarf, short twiggish branches and short closely placed leaves. Originated with Mr. Huss, superintendent of parks, Hartford, Conn., years ago.

Jenkins—Merely a variant of macrophylla, originated at Chestnut Hill, Philadelphia, Pa., prior to 1932.

minima—A very slow-growing plant.
minuata—Plant is too dwarf; a 50-year-old specimen is only two feet tall, annual increase only about one centimeter. Most dwarf of all forms.

macrophylla—The needles are too small; plant looks as if many needles had dropped, because of very thin foliage.

nana—Irregular growth and yellow-green foliage.

parvula—Needles too small.
prostrata—A prostrate form.

pumila—Plant is too dwarf, only two feet high in 10 years.

pyramidalis—Synonym of columnaris.

pyramidalis—Similar to columnaris.

sparsifolia—Poor foliage.

Stranger—Named by Cherry Hill Nurseries, West Newbury, Mass., in 1939, somewhat similar to variety compacta.

variegata—Poor foliage color.

chinensis—Has not proved reliably hardy in the Arnold Arboretum.

dumosa—Native of Himalayas, hardy only in zone 7.

heterophylla argenteo-variegata—Poor foliage.

jeffreyi (mertensiana x heterophylla).

mertensiana—Native from Alaska to California, but only suitable for planting in restricted areas at definite altitudes there.

mertensiana argentea—Same as for species.

mertensiana macrophylla—Same as for species.

sieboldi—Not sufficiently different as an ornamental from recommended types.

yunnanensis—Differs little from chinensis (zone 6).

Pseudotsuga sinensis—Probably not hardy.

Pseudotsuga japonica—Not superior as an ornamental to our native species.

Pseudotsuga menziesii argentea—Poor color.



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PLANT NOTES HERE AND THERE

By C. W. Wood

Some Western Erysimums

Erysimum asperum probably should not be restricted by calling it a western plant, because, in addition to being found over much of the west, it is widespread throughout North America. Being widespread, it has varied not a little in height, flower color and duration. As to the last factor, it has usually behaved as a biennial in my trials, generally blooming itself to death the second year. As to color, it runs from the palest yellow to the orange of what was long known as *Cheiranthus allioni* and is now included in *E. asperum*.

It has been my experience that erysimums from the high mountains are more likely to be of a perennial nature than are the lowland species. Thus, *E. nivale*, from the mountains of Colorado, was not only a good perennial, but it was also a good garden plant. It had bright, pale yellow, cross flowers, as much as an inch across, in spring. From the same region and with about the same stature came *E. amoena*, with flowers of a peculiar shade of color, perhaps best described as brownish.

However, of more interest to me is the little perennial wallflower which I had about 15 years ago from Vancouver island under label of *E. torulosum*. The name seems to cover several forms or, perhaps, more than one species, for I had plants to 18 inches in height from seeds collected in Washington. The latter, with their spatulate, basal leaves to three inches in length and yellow flowers in a terminal raceme, closely approximated the description of the species recorded in "Hortus." It was always a biennial in my trials.

On the other hand, the form from Vancouver grew only six inches tall, the flower stems springing from a rosette of pretty, narrow, deep green, basal leaves in spring. Instead of showing the greenish yellow of most erysimums, it was a deep, rich yellow without a blemish and, in addition, had a delightful fragrance. It grows easily in pure sand and gravel with a little leaf mold added for nourishment. My source for seeds recommended full sun, but I found some shade during the middle of the day was beneficial. Plants are readily grown from seeds when available, and they would, I believe, make good

garden plants in the perennial form. Do not get discouraged if you get a gawky biennial with mustard-yellow flowers under the name of *E. torulosum*, but keep on until you find the perennial mentioned above. I cannot vouch for the name *torulosum* being correct for it, but that is its name among northwestern gardeners.

Linum Flavum

I should like to say a few words in praise of *Linum flavum* and some of its kin, especially pointed to growers in the warmer and not-too-cold sections of America. Material from the northern part of the type's range should be hardy in all except the coldest sections, but, generally speaking, I do not count *flavum* this far north. However, its near relative, known in gardens as *L. orientale*, which is somewhat shrubby at the base instead of being herbaceous as is *L. flavum*, cannot stand northern Michigan winters at all. One finds several other names in gardens of

plants closely related to, or identical with, *L. flavum*. Thus, *L. campanulatum*, as available in seeds, is scarcely distinguishable from *flavum*. Even *flavum* itself varies not a little from garden-saved seeds, the flower color running all the way from the usual color of the yellow-flowered flaxes to a bright orange. It is my opinion that the better selections of *L. flavum*, in both color and hardness, would make good property for any neighborhood grower.

Before closing the subject, I might well say a few words about *L. arboreum*, another yellow-flowered kind from southeastern Europe, for it is sometimes substituted for *L. flavum* and vice versa. Really, there is no reason for the confusion, because *L. arboreum* is always shrubby, as its name implies. And it is never hardy in latitude 45 degrees north, so far as I know.

Friends in England tell me of a small shrubby kind, on the order of a 2-inch *L. arboreum*, which they

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claim to be the best of the yellow-flowered kinds. They say that it never sets seeds; so I shall never know what it looks like except from what is said, and that is: "A 2-inch mound of little, spatulate, glaucous leaves and large (for the size of the plant) yellow flowers, almost as large as those of *L. arboreum*, of the same glorious yellow." It is known under several names in Europe, including a garden form of *L. arietoides*, a *L. arboreum* variety and *L. elegans* *iberidifolium*.

Dracocephalum Forresti

After an absence of many years, I had a small planting of the Chinese dragonhead, *Dracocephalum forresti*, in the garden in 1959, reminding me again that the genus has more to recommend itself to gardeners than its rare occurrence would indicate. Of course there are poor relations in the genus that might discourage a gardener if he happened to get one of the poorer ones the first time, but many of the species have special merit for special conditions, including that of late summer and autumn flowering, and all of the available kinds are easily satisfied.

Of these, the one here mentioned is a good example. It may not be hardy this far north in Michigan, for I have always lost it during winters of little snow like that of 1959-60. But aside from that it has most of the good qualities of a good garden perennial, including a long blooming season, covering all the time from early August until the frosts of October. During that time, it produces a succession of blue-purple flowers, in whorls, on stems from 12 to 18 inches tall. And all that for no trouble at all. It has the added attraction of succeeding in almost any garden soil in sun or part shade, perhaps with a preference for the former. It grows readily from seeds, often blooming the first year from an early sowing.

Delphinium Wellbyi

A Maryland correspondent has asked about the hardiness of *Delphinium wellbyi*, in his state. The plant comes from Abyssinia and probably would not be able to stand the winters outside the deep south. It could not take the cold blasts in northern Michigan, even when wintered in well-protected frames, and I do not remember ever bringing it to the flowering stage, despite efforts to keep it several times when it first came to notice. I am told that it is a lovely delphinium, with fragrant blue flowers, to two inches across, in

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X, 6 to 10 ins.	22.50	165.00	150.00
(3-0), 4 to 8 ins.	9.00	75.00	65.00
<i>Taxus</i> , 3-yr. T.			
<i>Media hicksii</i> , 10 to 12 ins.	45.00	400.00	...
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X, 8 to 10 ins.	35.00
<i>Colorado Blue Spruce</i>			
XX, 10 to 15 ins.	65.00	600.00	...
X, 10 to 14 ins.	18.00	135.00	125.00
X, 6 to 10 ins.	12.00	90.00	85.00
(3-1), 6 to 12 ins.	10.00	65.00	60.00
(3-0), 3 to 6 ins.	6.00	45.00	22.00
(3-0), 6 to 10 ins.	7.50	52.50	30.00
<i>White Spruce</i>			
(3-0), 6 to 10 ins.	7.00	30.00	28.00
<i>Black Hills Spruce</i>			
(3-1), 5 to 10 ins.	10.00	60.00	...
(3-0), 3 to 6 ins.	6.00	24.00	22.00
(3-0), 6 to 10 ins.	7.00	30.00	28.00
<i>Norway Spruce</i>			
X, 8 to 12 ins.	12.00	90.00	85.00
(3-1), 6 to 12 ins.	10.00	65.00	60.00
Understocks, 5/16-in. cal. and up	12.00	75.00	...
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<i>Ponderosa Pine</i>			
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X, 10 to 15 ins.	10.00	55.00	...
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<i>White Pine</i>			
XX, 12 to 15 ins.	35.00
<i>Norway Pine</i>			
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<i>Riga Scotch Pine</i> (Poland)			
XX, 15 to 18 ins.	40.00
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<i>Scotch Pine</i> , <i>Auvergne</i>			
XX, 15 to 18 ins.	40.00
XX, 12 to 15 ins.	30.00
(2-1), 3 to 6 ins.	8.00	32.00	28.00
(3-0), 10 to 16 ins.	6.00	25.00	22.00
(3-0), 6 to 16 ins.	6.00	23.00	19.00
(3-0), 6 to 10 ins.	6.00	20.00	16.00
<i>Douglas Fir</i> (<i>Taxodium glaucum</i>)			
(2-1), 5 to 10 ins.	8.00	35.00	32.50
(3-0), 8 to 12 ins.	8.00	35.00	32.50
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2-yr., 9 to 10 ft.	\$42.50	\$400.00
2-yr., 8 to 9 ft.	37.50	350.00
2-yr., 7 to 8 ft.	32.50	300.00
2-yr., 6 to 7 ft.	27.50	250.00

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grow potted plants. Although I do not find it listed in this country (my plants came from the botanic garden of a land-grant college), I often see it listed in seeds in Europe; so it should not be too difficult to have a try at it.

Do not become discouraged when you read in "Hortus" that the plant reaches six feet in height in its native haunts in tropical Africa, because a little manipulation will keep it within the bounds of the window garden. The way I liked it best was to place three cuttings in a 4-inch pot of light soil in spring (April, I believe); the pot was then plunged in a close, warm, propagating frame. The cuttings, like those of many labiates, soon root and commence forging ahead, so should be "stopped" frequently to prevent them from getting out of bounds. The end result is a bushy plant of almost any height desired, covered with large (almost an inch long), cobalt-blue flowers in cone-shaped heads, to four or five inches in length, from December into February. It did well in my trials in an ordinary light potting soil, grown in a 55-degree temperature. After starting the three cuttings in a 4-inch pot, I kept them shifted until they reached an 8-inch pot at flowering time. It makes a splendid potted plant for anyone looking for an unusual item.

Verbascum New Departure

I went 100 miles out of my way last year to see a collection of named mulleins among which New Departure was supposed to be found. I had been disappointed so often in the search for it that this one more frustration scarcely bothered me, but it pointed out the fact that mulleins possess far more garden value than is generally accorded them.

This note on New Departure is set forth here with the hope that some American Nurseryman reader can direct me to it to end a search of 30 years or more. The first notice of it that I find is in a 1937 garden book in which I find a question, addressed to no one in particular, I guess, asking what has become of the old Harkness mullein, New Departure? I

cannot find corroboration of the statement that it is, or was, a Harkness child. But I do find another note about two years later calling it a

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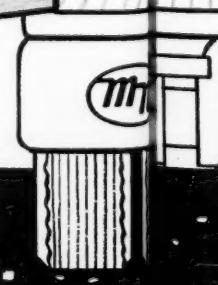
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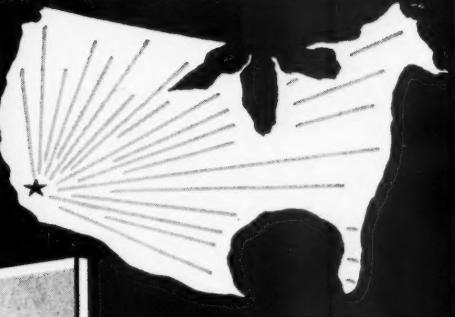
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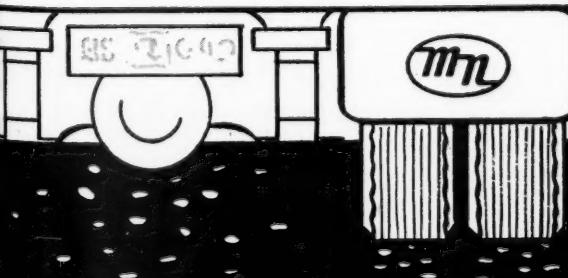
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5 to 6 ft.	2.25	2.00	1.80
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TWO-YEAR or more TOPS, branched

6 to 8 ft., 1/2 to 1/4-in. cal. .	5.50	5.00	4.50
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1 1/2 to 1 3/4-in. cal.	12.50	11.25	10.15
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Rt. 2, Grand Haven, Mich.

6-foot giant with large flowers of coppery orange. If you know where a mullein that comes under that description can be found, will you please let me know?

Aconitum Violaceum

Correspondence recently from an English friend told of the nice behavior and beauty of Aconitum violaceum. The name seemed familiar, but I could not recall a single thing about it. However, I found the following note in a 1939 garden book which brought it back to memory.

If my experience with it during the past two years is typical of its behavior, it is not likely ever to attain wide popularity, because of a rather fastidious nature, which asks for some conditions that the middle west cannot always supply. Seeds of it came to me in 1937 from a correspondent in Asia, with a note that it had been collected in the alpine regions of central Asia, presumably the Himalayas, at an altitude of approximately 10,000 feet. That told me it would not be easy to grow in northern Michigan, and experience proved that it is not.

Knowing that most monkshoods dislike full sun, I gave it about half shade and as much moisture as could be arranged in a sandy, leafy soil, but it evidently wanted something else, for it did poorly and finally passed out in the winter of 1939-40.

But in 1939 one plant bloomed beautifully, with large violet-blue monkshoods, above finely cut leaves, on stems about 10 inches high, and it looked then like a real find. It had taken much care to accomplish that feat, more care, in fact, than most gardeners would want to give their plants. However, it would be an excellent plant for the gardener who is prepared to give his plants special care and enjoys unusual items.

WHOLESALE REPORTS

[Continued from page 9]

started out late in August on a normal basis; however, September being an extremely dry and warm month in this area, repeat sales did not materialize, and this condition existed throughout the greater part of October. Late in October there were good rains, and the weather turned cooler. Demand for nursery stock also increased. At the present time we are quite rushed, and we are hoping that November, with greater volume, will help compensate for the lack of volume earlier in the season.

"Though firms concentrating on landscape work are busy, the consensus, particularly in this area, is that



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8 to 10 ft.	85.00	800.00
1 1/2 to 2-in. cal.	110.00	1000.00
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To stay abreast of the best varieties offered in these ever-popular, profit-making items, make sure you are on our mailing list.

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retail sales from garden centers are dull and off considerably. It is our feeling that weather conditions are partly responsible for this condition, but there also seems to be considerable hesitancy prevailing with the general public to spend money. The election, the uproar of Khruschev in the United Nations and the falling stock market possibly have had some effect on the public.

"There has been considerable price cutting in certain areas, which we feel is not good for the industry, as a nursery grower is year by year faced with increased costs of operation on all fronts, including taxation. Nursery stock at the wholesale level has been stable for the past four or five years, with little, if any, increases. Profits will soon disappear unless the industry as a whole will co-operate and keep prices on a profitable basis.

"We are hopeful and believe that spring, 1961, will find nursery stock in better demand with prices firmer than they were this fall."

Virginia Sales Up 8 Per Cent

"We had a good fall season, in spite of a complaint of many of our customers that business was poor," writes S. D. Tankard, Jr., Tankard Nurseries, Exmore, Va. He adds: "Our shipments are running well ahead of last year's, and this will be the best fall we have ever experienced. At the end of October, our dollar volume was about 8 per cent above any previous fall season.

"Until a week ago (November 1) we were hampered in digging, because of dry ground, which followed a wet summer. Except for this condition the weather conditions have been about normal. Hurricane Donna did practically no damage to our stock; only a limited number of trees were tilted.

"The fall season provides us with from 25 to 33 per cent of our annual volume, making it of considerable importance.

"The outlook for spring is excellent. We have booked about our usual amount of orders for spring delivery and have a good supply of stock, although, as usual, some varieties and sizes are sold low or are gone completely.

"The election and the recent leveling off of business in general have undoubtedly retarded nursery stock sales this fall, but we believe they will pick up and have a steady advance after November 8."

Normal Virginia Trade

Fall sales benefited from postponed spring planting programs, writes

IF I WERE A COMMUNIST.

If I were one of the communist leaders I would be preparing my forces to take over the new territory that had been offered to me. A new President of the United States of America is to be inaugurated on January 20 at noon and in his campaign promises he declared many times that he would not consider defending Quemoy and Matsu unless it were part of a general attack on Formosa. This tack was a campaign promise and undoubtedly garnered many votes for Mr. Kennedy (although, if I were running for any office, I would not want votes from the people who concurred with this opinion), but now that the campaign is over and the office is his, I hope that some reconsiderations are being made along these lines.

World War II was won at the expense of many American lives. Each mile of ground cost many valuable lives and at a conference much of it was given away to the Russians. We have paid and paid and paid for this unwise decision and I am sure that were Mr. Roosevelt alive today and had the chance to do this over, he would make a different decision. Let us sincerely hope that the gift of Quemoy and Matsu to the communists does not portend a soft attitude and that some statement can be made before January 20 that will indicate a change of position on this subject. It is understandable that in the heat of an important campaign a slip of the tongue or an error in judgment could be made, but now is the time to rectify that mistake before it comes back to haunt us as the Yalta decision has.

If I were a communist I would be preparing to accept my gift shortly after January 20 and if I were you, I would check the ad of Bosley Nurseries, Inc., on page 49 and be prepared to take advantage of a terrific opportunity. Only I would do it today—for this offer January 20 will be too late. The offer is timely and the time is now. We are offering live plants of hardy Christmas Holly growing in a 1-gallon can and about 12 to 15 inches in height. These will be decorated with artificial berries, red foil around the can and leaf shine on the foliage and they are a darned attractive package and sell well if you have any Christmas business at all. We know, because we have been selling them for a couple of years.

All of the details can be found in the other ad but this is our gift to you, as, if you take us up on it, you will reap a nice profit and profits at this time of the year are welcome when we think of the lean months ahead and we will let Mr. Kennedy worry about his gift to the communists.

Please let me hear from you if you wish to take advantage of this opportunity and don't let any grass grow under your feet (it probably wouldn't anyway in this weather), so we can get them shipped right out to you.

Paul R. Bosley,
Bosley Nurseries, Inc.,
Mentor, Ohio

LINERS FROM OPEN BEDS

All our cuttings are rooted in soil in outside beds under mist — then hardened off and thoroughly established in the soil where they make a mature, hard root system and often some top growth. Many of these rooted cuttings will have to go into 3-in. or larger pots. Better not plan on putting any except the smallest in 2 1/4-in. pots because they just won't fit. Of course, some of the Ilex crenata varieties and some of the others can go in pots that small. Some of our friends put the larger rooted cuttings right out in the field and usually have good luck with them, if planted at the right time; that seems a little radical to us and we don't recommend it. However, any plant we list as a bed-grown liner is ready for the field. Mo. — date rooted BG — bed-grown RC — rooted cutting C — cuttings Field — field-grown S — seedlings Arborvitae — See Thuja

Berberis *Crusina Pygmaea* — RC, July 60, 3 to 5 ins., nearly all pretty well-branched to fairly bushy, 12c; light, BG, liners, 18 mos. old, branched to fairly bushy, 6 to 9 ins., 18c; heavy, BG, liners, 6 to 9 ins., bushy, 25c; heavy, BG, 3-yr., 9 to 12 ins., bushy, 40c.

Berberis *jullianae* — The hardiest evergreen barberry — C, rooted Aug. 60, 5 to 6 ins., 9c; C, rooted Aug. 59, ready for field, 12 ins. and up, but not branched, 15c.

Berberis *jullianae nana* — Compact growth, darker green leaf, may be even hardier. RC, Aug. 60, 5 to 6 ins., 10c; C, rooted Aug. 59, ready for field, 8 ins. and up, but not branched, 17c.

Berberis *jullianae pyramidalis* — RC, 20c.

Berberis *mentorensis* — RC, Aug. 60, 5 to 6 ins., 7c; C, rooted Aug. 59, ready for field, 10 ins. and up, but not branched, 10c.

Biota — See Thuja.

FLOWERING QUINCE

Chaenomeles (*Cydonia*) — On own root from softwood cuttings. No suckering from these plants. In our experience, Flowering Quince on its own roots grows and flowers much better than it does if grafted on anything. We still have more than 50 different varieties in our trial grounds.

Nivalis — Pure white, the best of the white-flowering quinces, vigorous, upright — RC, June 60, need to be potted or bedded, 10c; BG, liners, 8 to 15 ins., 18c; 15 to 24 ins., 24c; field, A. A. N. grading, 12 to 18 ins., 40c; 18 to 24 ins., 60c.

Texas Scarlet — Red, spreading grower, wider than high. An excellent foundation plant, never gets too tall. Showier than an azalea. The best for canning because of the profuse red flowers on a compact, low plant. It is the prettiest quince and maybe the prettiest plant we ever saw in a can. RC, June 60, pot or bed them, 10c; BG, liners, 8 to 15 ins., 20c; field, A. A. N. grading, 12 to 18 ins., 45c.

Toyoshimiki — From Japan through the Morton Arboretum. Pure white, pure pink and pink and white flowers at random on the same branch. Some plants throw single branches of pure red flowers. A most remarkable effect. A clean, upright, vigorous grower, RC, June 60, 20c; BG, liners, 10 to 20 ins., 35c.

Simoni — Deep, deep red. The deepest red of all. A world-famous, old variety. A restrained grower of rather exotic branching habit. RC, June 60, small, pot or bed them, 30c; BG, liners, partly branched, 9 to 15 ins., 60c; 15 to 24 ins., 95c.

Ruby Glow — The deepest red (except Simoni) of the more than 70 varieties I have had, upright, vigorous — RC, June 60, 15c; BG, liners, 8 to 15 ins., 25c; 15 to 24 ins., 35c.

Phyllis Moore — From Arnold Arboretum. Fully double, red flowers in separate clusters, very beautiful and very different. BG, liners, partly branched, 15 to 24 ins., \$1.50 (it is extremely difficult to root).

E. M. Quillen, president, Waynesboro Nurseries, Inc., Waynesboro, Va. He tells the division of seasonal trade as follows:

"Our accounting books are set up based on two delivery seasons. Orders delivered between January 1 and June 30 are classed as spring business, and those between July 1 and December 31 are classed fall trade. Normally, 60 per cent of our total



Crimson Beauty and real Japonica alpina — ask.

Cherry laurel — See *Prunus*

Euonymus *alatus compactus* — RC, June 60, strong tips, 5 to 7 ins., 8c; C, rooted Aug. 59, BG, ready for field, nearly all are lightly branched, 7 ins. and up (some up to 20 ins., you can just cut them back), 14c.

Ginkgo *biloba* — 1-yr., S, 6 to 10 ins., 8c, \$70.00 per 1000; 2-yr., S, 10 to 15 ins., 12c, \$110.00 per 1000; 15 to 24 ins., 17c, \$160.00 per 1000.

HOLLY

Ilex cornuta *femina* — RC, Aug. 60, strong tips, 4 1/2 to 5 1/2 ins., 6 to 12 leaves, heavily rooted, 8c.

Ilex cornuta *burfordii* — RC, Aug. 60, strong tips, 4 1/2 to 6 ins., 6 to 12 leaves, heavily rooted, 8c; C, rooted Aug. 59, kept cut back to 6 to 9 ins., nearly all beginning to branch well, 15c.

Ilex cornuta *convexa* (*bullata*) — RC, Aug. 60, long tips, 4 1/2 to 6 ins., 7c; C, rooted Aug. 59, kept cut back to 5 to 6 ins., beginning to branch beautifully, 10c.

Ilex cornuta *hetzii* — RC, Aug. 60, long tips, 4 1/2 to 6 1/2 ins., 7c; C, rooted Aug. 59, kept cut back to 6 to 7 ins., beginning to branch well, 10c.

Ilex cornuta *Maxwell* — A Bennett hybrid, looks like *convexa* but a much better grower. Should be a money maker. RC, Aug. 60, 8c; C, rooted Aug. 59, kept cut back to 6 to 7 ins., beginning to branch well, 12c.

Ilex cornuta *compacta* — A Bennett hybrid, an excellent selection, good grower, quite compact, fine color, RC, Aug. 60, a little small, 8c; C, rooted Aug. 59, kept cut back to 5 or 6 ins., beginning to branch well, 15c.

Ilex rotundifolia — RC, Aug. 60, 5c; C, rooted Aug. 59, kept cut back to 6 or 7 ins., beginning to branch well, 8c.

Ilex *Foster's Hybrid No. 2* — Narrow, spiny leaves, red berries, fruits heavily, rapid grower, quite hardy. C, rooted Sept. 59, kept cut back to 7 to 9 ins., beginning to branch beautifully, 15c.

Ilex *opaca* (American Holly) — Genuine *Ilex opaca* (i.e. no southern hybrids), varieties selected for good, compact growth, good berries, guaranteed female and guaranteed male root cuttings. BG, liners, 4 to 6 ins., 17 1/2c; 6 to 10 ins., 25c; 10 to 15 ins., 35c; 15 to 30 ins., 50c; mostly single stem, some lightly branched. *Ilex opaca* shipped only on March 1, 1961 (because that is the very best time to move American Holly).

AMERICAN HOLLY HEDGE

Ilex opaca — 3 1/2-yr., grown 2 years in Planter cans. Variety **Reynolds**, female,

annual business is done during the spring season and 40 per cent in the fall. Fall, 1960, sales and deliveries have been normal, except that fruit trees for commercial planting are off. Volume, however, has been kept up by increased ornamental sales.

Fall wholesale business is chiefly with nurseries and landscape contractors, while a larger percentage of spring business is with garden cen-

ters and chain stores. February, March, April, October and November are the most active months, but more business is being done in out-of-season months. This has been made possible by improved methods of handling and care.

JUNIPERS

Juniperus — All the following are from short, greenhouse-type cuttings. They were rooted under mist in beds of soil in the spring of 1960. They have been cut back several times to make nice, compact, heavy, rooted cuttings about 5 to 6 ins. high, depending on variety, beginning to bush out. None are leggy. They are still small enough to pot. If you plan to sell potted liners, many of these will be salable just as soon as they establish their roots in pots.

Juniperus *Andorra* — RC, 10c; \$95.00 per 1000.

Juniperus *hetzii* — RC, 10c; \$95.00 per 1000.

Juniperus *pfitzeriana* — RC, 10c; \$95.00 per 1000.

Juniperus *pfitzeriana Armstrong* — Compact, upright, vase shaped, RC, 11c; \$105.00 per 1000.

Juniperus *pfitzeriana Blue* — The best, bright blue strain, not like *hetzii*, same growth habit as regular *pfitzer*, possibly 10 per cent faster grower. RC, 13c; \$140.00 per 1000.

Juniperus *pfitzeriana Nelson's Compact* — A beautiful spreading Juniper, much lower growing than regular *pfitzer*, but taller than *Andorra*. A bright bluish-green all summer, bright green all winter. RC, 16c; \$95.00 per 1000.

Juniperus *pfitzeriana Nick's Compact* — RC, 10c; \$95.00 per 1000.

Juniperus *pfitzeriana Ozark Compact* — The best compact *Pfitzer* we have seen, not as coarse in texture as Nick's Compact. RC, 12c; \$115.00 per 1000.

Juniperus *pfitzeriana nana* — RC, 11c.

Juniperus chinensis columnaris — RC, 15c.

Juniperus sabina tamariscifolia — RC, 12c.

Mahonia *bealei* — 1-yr., S, from well-spaced outdoor beds, just right to pot, 7c; \$60.00 per 1000.

Mahonia *pinnata* — Somewhat like aquifolium, but much better. Vigorous, compact growth in full sun, never leggy, foliage bright bluish-green, new growth red. Hardy to Boston, at least. BG, liners, from 1959 transplanted cuttings, heavy, but not well-branched, will branch themselves first year they are in field, 12 to 24 ins., 50c.

DAWN REDWOOD

Metasequoia *glyptostroboides* — Thought extinct for 20,000 years, discovered in China in 1945. Royal Horticultural Society Dictionary of Gardening says, "This tree is undoubtedly one of the most notable acquisitions to our gardens of recent years." I agree. Large tree, fresh green, fernlike foliage, very rapid grower. Has made 16 feet or more in 6 years from seed. Deciduous, autumn foliage pale pink. Hardy throughout zone 5, at least. Fine plants in Planter cans, \$2.00, pickup only. Packed for shipment in individual cartons, \$2.40.

Prunus *laurocerasus* *schlippenbachii* (Cherry Laurel) — Quickly makes a large mound-shaped evergreen. RC, July 60, 5 to 8 ins. many full leaves, heavy root system, 10c; C, rooted July 68, kept cut back to 8 to 12 ins., BG, liners, beginning to branch, 20c.

Prunus *laurocerasus* *zabeliana* (Cherry Laurel) — Usually considered the hardest. Spreading, like a *Pfitzer* Juniper. RC, July 60, 4 1/2 to 7 ins., 12c; C, rooted July 59, kept cut back to 7 to 9 ins., BG, liners, beginning to branch, 20c.

Prunus *laurocerasus* *macrophyllum* (Cherry Laurel) — Certainly the prettiest with very

large leaves, very dark green. Is even hardier than *zabeliana* here, RC, a little shorter because rare and cutting wood is still scarce. July 60, 20c.

Pyracantha varieties—C. rooted Sept. 59, kept cut back to 5 to 7 ins., good and strong, beginning to branch with good, hard root system over a year old. Varieties: *Ilandi*, *Gibbsi* and *Graberli*, 10c; varieties: *Kazan*, *Ruyan* and *Wyatti*, 14c.

Thuya orientalis aurea nana (Berckmans Golden Arborvitae)—Cuttings rooted spring 60, kept cut back to about 6 ins. to make them bush out, but still small enough for a 2 1/2 or 3-in. pot. Several nurseries have put these right into the field, 10c; cuttings rooted spring 59, kept cut back to 6 to 8 ins., beginning to branch, but not rounded out yet. Heavy, of good caliper, with fine root systems, 15c.

VIBURNUMS

Viburnums—All these Viburnums are rooted from soft tips in spring or early summer. They grow some during the summer and fall, which makes the rooted cuttings from 4 to 5 ins. up to 12 or more inches tall depending on variety. It is hardly fair to call them rooted cuttings since some of them are more like light, young, bed-grown liners. However, they have not been transplanted, are not branched and most of them are still small enough to pot.

Viburnum burkwoodi—RC, June 60, some beginning to branch, 10c.

Viburnum chenaultii—More compact and shapely than burkwoodi, RC, June 60, 15c; 2-yr. liners, C. rooted June 59, not transplanted, kept cut back to about 12 ins., fairly well-branched, good for canning or for the field, 30c.

Viburnum juddi—Better than carlesii. Flowers really pink. A more compact plant with more attractive leaves, not subject to leaf spot. RC, June 60, 15c; 2-yr. liners, C. rooted June 59, not transplanted, kept cut back to about 12 ins., fairly well-branched, good for canning or for the field, 30c.

Viburnum macrocephalum sterile—

(CHINESE SNOWBALL)

This is the one we love. Dazzling white snowballs, often 8 to 9 ins. in diameter, as big as a man's head, a clean, vigorous grower. On own roots, much better growth than if grafted. C. rooted July 59, in polyethylene plant bands, same amount of soil as in 3-in. pots, 65c.

Viburnum opulus sterile (Common Snowball)—RC, June 60, 10c.

Viburnum rhytidophyllum (Leather-Leaved Viburnum)—RC, July 60, 12c.

Viburnum rhytidophylloides—A hybrid between *V. rhytidophyllum* and *V. lantana*, similar to *rhytidophyllum*, but is harder. RC, July 60, 15c.

Viburnum tomentosum plicatum (Japanese Snowball)—RC, July 60, 12c.

Viburnum tomentosum plicatum grandiflorum—Snowballs considerably larger and whiter than regular Japanese Snowball, RC, July 60, 20c.

IN PLANTAINER CANS

American Holly; **DAWN REDWOOD**; **Pyracantha Ilandi**, **Graberli**, **Wyatti**, **Kazan** and **Gibbsi**; **Flowering Quince**; **Magnolia grandiflora**; **Mahonia bealei**; **Berckmans Golden Arborvitae** and others. They are good, and are ready to move now. Please come by to see them.

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Publish your price list in the
AMERICAN NURSERYMAN
to reach the trade promptly.

spring, 1961, ornamental nursery stock are satisfactory; fruit tree sales continue slow. The supply of stock in all classes is ample."

Michigan Season Off

Nick I. W. Krieg, the Cottage Gardens, Lansing, Mich., sees the drop in his company's fall business as an indicator of a return to normal competitive conditions. He writes:

"We expected fall business to make up for the extremely wet, slow spring, but in August a drought set in that lasted practically until November. Dry, hot weather is not conducive to a spontaneous demand for plant materials.

"The landscape trade seems to be well pleased with this year's business. There are a few complaints, but very few. Our fall advance bookings were good and, while August was a poor month, September and October brought better sales this year than they did in 1959. It looks, however, that total 1960 sales will be below last year's.

"We believe that business is getting back to normal peacetime conditions in which competition compels greater sales effort and more quality control. Bolder ideas will help to build sales. For instance, with a normal supply of *Taxus*, we believe all of us in the industry could promote the use of *Taxus* for hedging instead of the less expensive deciduous materials.

"About 40 years ago there was a slogan: '1921 will reward fighters,' we believe 1961 will find good use for the same slogan."

Drought Curbs Ohio Sales

An increase in deciduous sales late in the season helped to offset a drop of almost one half in evergreen sales to garden centers at the Cole Nursery Co., Painesville, O. A season marked by extreme drought and a trend toward price cutting is surveyed in this letter from D. B. Cole, who nevertheless notes that autumn business now accounts for 40 percent of the company's yearly sales. He writes:

"The summer growing season was one of the best in years. We skipped any damaging spring frosts, and the moisture came just about right. By the first of September, however, the weather had started to turn dry, and since that date there has been only about an inch of rain, coming as sprinkles on occasion and being of little value.

"September is the month for moving evergreens, especially to the garden center trade. These customers had a rather poor clean-up in the

Pink Dogwood

(*Cornus florida rubra*)

	Each	Per 100
1-yr., 6 to 12 ins.	\$0.40	\$0.35
1-yr., 12 to 18 ins.	.50	.45
1-yr., 18 to 24 ins.	.60	.55
1-yr., 24 to 30 ins.	.85	.75
1-yr., 30 to 36 ins.	1.00	.90
2-yr., 3 to 4 ft.	1.50	1.40
2-yr., 4 to 5 ft.	2.50	2.25
2-yr., 5 to 6 ft.	3.00	2.75

White-Flowering Dogwood

(*Cornus florida*) 2-yr.

4 to 5 ft., br.	1.25	1.00
3 to 4 ft., br.	.90	.60
2 to 3 ft., br.	.50	.40
18 to 24 ins., br.	.25	.20
12 to 18 ins., br.	.10	.08

Flowering Crab Apple

Eleyi, *Hopa* and *Almey*

1-yr., 2 to 3 ft., whips	.30	.25
1-yr., 3 to 4 ft., whips	.35	.30
1-yr., 4 to 5 ft., whips	.45	.40
2-yr., 3 to 4 ft., br.	.45	.40
2-yr., 4 to 5 ft., br.	.60	.50
2-yr., 5 to 6 ft., br.	.75	.65

(For *Almey*, add 15c a tree.)

Flowering Peach

Red, White, Pink and Peppermint

12 to 18 ins.	.15	.13
18 to 24 ins.	.25	.20
2 to 3 ft.	.30	.25
3 to 4 ft.	.35	.30
7/16 to 9/16-in. cal.	.40	.35
9/16 to 11/16-in. cal.	.45	.40

Write for special prices on quantity lots. 300 at 1000 rate.

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EVERGREENS

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NURSERY
Nashville 9, Tenn.

300 VARIETIES

1000 DIFFERENT SIZES
OUTSTANDING PRICES

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VINES - FRUITS & LINING OUT STOCK

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Decherd, Tennessee

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AZALEAS - CAMELLIAS
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Heavy Shrubs

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Evergreens, Trees

Deciduous Shrubs, Roses

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Seedlings only of the Peter Lui strain, 1-yr. whips and 2-yr. branches mostly Nanking prunery. Also properly stored acevil-free seed nuts. Our low costs of production permit low quantity prices. Inquiries invited.

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EVERGREENS

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Field-Grown Liners
Finished Evergreens

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STRAIN & SONS NURSERY

Athens, Ala.

spring because of the short season and other well-known difficulties. They evidently decided to sell the old material first instead of getting in new material.

"Orders from this trade were down badly in the whole area, and price-cutting among the nurserymen was the order of the day. Percentagewise, our sales may have been lower than many of the others, because we refused to scare so quickly and to cut prices drastically. Therefore, our usually substantial sales to this trade have been about half those of a year ago.

"Another season is coming and we already see signs of selling our holdings at a living price, now that much of the surplus in the area has been worked off.

"There are 200-odd nurserymen in this area, most of whom do not depend upon the nursery business, their main livelihood coming from factory jobs. The families work hard and, at the cut-rate prices of this fall, they could hardly figure a minimum wage for time spent in producing, digging and selling the material. We have had this difficulty previously and almost always find that, come spring, things are much better price-wise and from a competitive standpoint. Most of these small firms do not reach out very far for sales, but they cut a big figure, especially in the fall season, on the evergreen line in the Cleveland area and some farther.

"As to the deciduous business, we found new orders rather slow throughout the summer months and September and there was quite a bit of price-cutting throughout the eastern part of the United States. We could not see surpluses that would warrant such low prices.

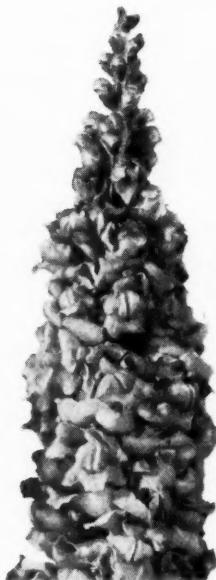
"However, come October, much of the scare business disappeared, or the cheap material was sold, and orders started to come in a very satisfactory manner at good prices. Trees are still excellent property, and our big new tree division at Circleville, O., is starting to pay off.

"Business from large contractors and government agencies has been increasing with the weeks since October 1. This gives us an increase in the deciduous material line to help offset the losses in the evergreen line.

"The biggest difficulty, locally, has been the continued extreme drought, the worst in the memory of all local nurserymen for this time of the year. It is practically impossible to dig anything in this area without irrigating first.

"The Cole Nursery Co. is fortunate in having 'big-gun' irrigation, and we are endeavoring to irrigate

Two trend-setting snapdragons from BURPEE



BURPEE'S VANGUARD

First summer-flowering double snapdragon to win an All-America Award.

Vanguard—the most sensational of all snapdragons! Giant, well-placed double flowers fill long, beautifully tapered spikes. Magnificent cerise-rose with yellow markings. Plants are unusually vigorous and base branching, a sensational F₁ hybrid.

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Highly popular outdoor variety, excellent for cutting. Long, strong, base-branching plants carry as many as 100 flowers and buds, with up to 40 flowers in bloom at one time! In crimson, pink, yellow, white, orange flushed rose and mixed. Unusually good flower retention.

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our complete nursery with two or three inches of water. Otherwise, we would be practically at a standstill.

"We have been forming dikes all fall around the larger trees for B&B, watering for two or three days, then allowing the water to seep into the ground for two or three days more, at which time we were able to dig.

"Of course, we have been watering all of the evergreens, especially the broad-leaved items, because of the real chance of severe winter injury.

"Our fall business lately has become more important, accounting for about 40 per cent of our year's business. Spring business was good in this locality which, no doubt, helps to tide through the poor September and the possibly poorer fall business which some have experienced.

"Painesville hopes to get rain in time to be able to run tree diggers to put the stock into storage. The Cole Nursery Co. by that time will have every acre well wet by irrigation, so will not experience any difficulty along this line.

"We are now producing the majority of our deciduous material at our 800-acre Circleville division, where we are digging most of our fall orders because of the Painesville drought. Shipments from there will

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Dwarf Fruit Trees
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Quercus phellos
1 3/4 to 4 1/2-in. cal.

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Up to 6-in. cal.

10,000 *Ligustrum lucidum*,
15 ins. to 3 1/2 ft.

10,000 *Ilex burfordi*
18 ins. to 7 ft.

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SHADE TREES

	Each	Each
	10 to	50 to
Elm, American		
6 to 8 ft.	\$ 1.90	\$ 1.50
8 to 10 ft.	2.75	2.50
10 to 12 ft.	3.75	...
Elm, Chinese		
8 to 10 ft.	1.90	1.50
10 to 12 ft.	3.00	2.75
Locust, Thornless Honey		
6 to 8 ft.	2.00	1.75
8 to 10 ft.	3.00	2.75
10 to 12 ft.	4.00	3.75
Maple, Norway		
6 to 8 ft.	2.75	2.50
8 to 10 ft., 1 to 1 1/2-in. cal.	3.50	3.25
8 to 10 ft., 1 1/2 to 2 1/2-in. cal.	4.25	4.00
10 to 12 ft., 1 1/2 to 2 1/2-in. cal.	6.00	5.50
Maple, Sugar		
6 to 8 ft.	3.25	3.00
8 to 10 ft., 1 to 1 1/2-in. cal.	4.25	4.00
8 to 10 ft., 1 1/2 to 2 1/2-in. cal.	5.50	5.00
10 to 12 ft., 1 1/2 to 2 1/2-in. cal.	7.00	6.50
2 to 2 1/2-in. cal.	10.50	...
Oak, Pin		
8 to 10 ft., 1 1/2 to 2 1/2-in. cal.	6.00	5.50
10 to 12 ft., 1 1/2 to 2 1/2-in. cal.	8.50	7.50
Willow, Weeping—Babylon and Golden Weeping	5 to 6 ft.	1.25 1.00
6 to 8 ft.	1.70	1.50

Write for quotations on other varieties
and sizes of Shade Trees also our Com-
plete Wholesale Price List.

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TAYLOR'S ENCYCLOPEDIA of GARDENING
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American Nurseryman, 343 S. Dearborn St., Chgo. 4

surpass those from Painesville in volume from now on. Our sales and office departments are being retained at Painesville, Circleville being almost entirely a growing, producing and shipping division."

Minnesota Outlook Good

Vincent K. Bailey, J. V. Bailey Nurseries, St. Paul, Minn., describes reasons for optimism in the following fall report:

"The dollar volume of business done this fall was slightly down from that of the fall of 1959. In fact, things looked rather discouraging in September, but from then on the volume increased so that some of the deficit was wiped out. The November deliveries have been about equal to the corresponding month of 1959.

"My analysis of the reason for the above results were: 1. Retailers, especially in garden centers, had above-normal quantities of stock left over from spring, 1960. 2. The over-all economic activity is down slightly from a year ago. I feel that this reduced activity is not to continue for more than a few months. All the experts agree that the potential buying power is here. Competition is keen, but the firm producing quality stock and giving good service will find plenty of business.

"In this area, weather conditions have been almost ideal for getting stock into storage. We have had to add only about 10 per cent to the labor force from our low summer crew, and this is due to good digging conditions combined with use of the best machinery and equipment available.

"In my opinion we need have no fear of the profit picture in the nursery industry if we use efficient equipment, have good management and offer quality stock to the prospective buyer."

Wisconsin Gain Described

Landscape business was the source of a larger fall trade for the Brown Deer Nurseries, Milwaukee, Wis., this year, writes Ralph E. Petranek, reviewing the season's activity in the following letter:

"Over the years our fall business has stayed pretty much at one level, varying up or down 10 per cent at the most. Spring business has shown all of our growth in the past 10 years. So, whereas a few years ago fall business accounted for 30 to 35 per cent of our total, it now represents about 20 per cent.

"However, our fall business has been excellent this year, and we should have a good increase if the weather holds favorable for another

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Beautiful sheared specimens.
18 ins. to 6 ft.
Ready to dig.

Write for catalog or come to
see them.

— ALSO —

Ilex crenata helleri
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**White Dogwood, specimen
trees, single or
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FINISHED ARBORVITAE

- Large Quantities
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Ask for our complete list.

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Packaged or Bulk

GILMORE PLANT & BULB CO.

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Cherokee Chief Red-Flowering Dogwood
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Shade Trees, Flowering Trees, Ever-
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Azaleas, *Ilex*
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Lining-out and con-
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MAGNOLIA GRANDIFLORA

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CHERRY LAUREL

Come to

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Dundee, Miss.

Or Phone: 572 R4, Tunica, Miss.

WE OFFER QUALITY IN QUANTITY. HAULING 35c PER MILE, ONE WAY.

MAGNOLIA

Container	Each
8 to 10 ins., pots	\$0.12
10 to 16 ins., pots	.16
16 to 20 ins., pots	.18
12 to 16 ins., qts.	.20
16 to 24 ins., qts.	.25
24 to 30 ins., qts.	.30
24 to 36 ins., gal.	.60
4 to 5 ft., egg can	2.00

MAGNOLIA

B&B	Each
2 to 3 ft.	\$ 1.50
3 to 4 ft.	2.00
4 to 5 ft.	3.00
5 to 6 ft.	4.00
6 to 7 ft.	5.25
7 to 8 ft.	6.75
Over 8 ft.	10.00

CHERRY LAUREL

Root Pruned and Sheared	Each
2 to 3 ft.	\$0.85
3 to 4 ft.	1.40
4 to 5 ft.	2.00
5 to 6 ft.	2.50
6 to 7 ft.	3.00
7 to 8 ft.	4.00

In the above two shrubs you will have plants that will stand out in any nursery salesyard. The eye-appeal is there to make them sell themselves and when put in a prominent spot they will stop hard-to-please customers.

WRITE FOR COMPLETE PRICE LIST AND QUANTITY DISCOUNTS

two weeks. Remembering last year's early freeze-up, we started early this year on digging stock for storage and now have about 40 per cent of our stock in the sheds (November 4).

"Our stock shipped to garden centers is down this fall, and most of these shipments were of B&B evergreens. The landscape business has been good, and this is where our increase has taken place.

"And, for the most part, our weather conditions for the past growing season have been excellent, including this fall's digging season. It has been a long time since we could make a statement such as that."

Illinois Buyers Cautious

While buyers were "cautious" in Illinois this fall, the D. Hill Nursery Co., Dundee, finds dollar sales gratifying and long-range prospects favorable, states Jack Hill, general manager. He writes:

"Our normal division of sales between fall and spring is in the ratio of 2:5 to 3:5. This ratio has been changing slowly in the past two decades, and we look forward to the time that we will be doing an equal amount of business in fall and spring.

"Apparently this is a matter of long-range consumer as well as trade

Quality Stock

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(Plant Patent No. 1710)
Dogwoods of Named Varieties
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Evergreens — Fruit Trees — Liners
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Shades — Liners — Fruits

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100 acres of choice evergreens
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WE SPECIALIZE IN FINE
Azaleas and Camellias

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AARS winners and
130 other popular
varieties. In attrac-
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ages or bare root.



Beautiful shade, produc-
tive too! Prolific varie-
ties. Sizes 1½ to 12
feet. In attractive pack-
ages or bare root. Get
stock list and prices.

PECAN TREES


ARP Nursery Co.

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**Bamboo, Gardenias,
Figs, Shade Trees**

Write for Complete List.

McKEE'S NURSERY
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Wholesale Growers of Dependable
Fruit and Flowering Trees
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McMINNVILLE, TENN.

PINK DOGWOOD LINERS

Silver Maple, Half's Honeysuckle,
Flowering Peach, Forsythia, Crab
Apple, Fruit Trees, Poplar, Privet.

Write for trade list.
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Rt. 3 McMinnville, Tenn.

America's Finest

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Grown in our nurseries at Tyler, Texas, and Phoenix, Arizona

Write for Variety List

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P. O. Box 458

Wholesale Only

Tyler, Texas

education, but our own willingness to follow programs of out-of-season planting have demonstrated conclusively that there really is no limit except when there is heavy frost in the ground, and that is purely a mechanical problem. It is admitted that emphasis in recent years on container stock in various sizes and grades has contributed substantially to this changing ratio, and we expect that it will continue at an accelerated rate.

"As a general observation, I think that I am safe in saying that business this past fall was slow. The market was found to be consistently cautious, with no real enthusiasm on the part of the retailer and consumer. Total dollar sales, however, were most gratifying; we were substantially ahead of last year on October 31, but some 8 per cent below a 5-year average for that date.

"It is difficult to pinpoint any marked changes in the horticultural market, except that every retailer is looking more and more closely at the so-called bargains. Recognition is slowly coming that inventory control and product turnover combine to form the principal key for a profitable operation. Along with this line of thinking, our firm is attempting to organize a program of inventory control for the retail nursery and garden center.

"Any attempt to provide a crystal-clear view into the future of the overall nursery market and our firm in particular must take into account numerous encouraging factors. Forecast housing starts for the next 10 years indicate that there will be more nonfarm single-unit dwellings completed than have been in the previous 30 years (bureau of census, conference board). Since these figures are nationwide, it stands to reason that the Chicago area will enjoy an even greater increase. This is sure to reflect directly in sales.

"The other biggest single factor which I see is the obvious matura-

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PRIVET — VINES — EVERGREENS

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McMINNVILLE, TENN.

WHITE-FLOWERING REDBUD

(*Cercis canadensis alba*)

One of America's most beautiful and rarest trees. As hardy and adaptable as the native pink variety. All sizes will bloom next spring.

	Each	Each	
18 to 24 ins.....	\$1.25	4 to 5 ft.....	\$2.25
2 to 3 ft.....	1.75	5 to 6 ft.....	2.50
3 to 4 ft.....	2.00		

Minimum order \$10.00.

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Rt. 11, Box 841 Oklahoma City 10, Okla.

Better Liners of the Better Kinds

Good Roots . Good Tops
Eastern Shore Grown

DECIDUOUS LINERS

Write for Price List
JACQUES L. LEGENDRE, Pres.

 **GULF STREAM NURSERY**
WACHAPREAGUE, VIRGINIA

Maurice C. Ravensberg
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Reliable exporters for general nursery stock since 1922.

Catalog on application

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ROSES • BULBS • PLANTS
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WRITE FOR LIST **MENTOR, OHIO**

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Taxus Junipers

B&B sizes to trucks only.

HUMPHREYS LANDSCAPE SERVICE
Mt. Sterling, Ky.

Wholesale Growers of
Quality Nursery Stock

Since 1885

PONTIAC NURSERY CO.
Obion, Tenn.

FLORIDA - GROWN CITRUS

4-in. and 6-in. plastic pots.

Write for prices.

GOOCHLAND NURSERIES, INC.
Pembroke, Fla.

1960 A. A. C. S. Winner

SPARKLING BURGUNDY

(Plant Pat. No. 1539)

A hardy Sasanqua of rare beauty.

CASADABAN'S NURSERIES
Abita Springs, La.

tion of our over-all social structure. A simple examination of history reveals that interest in horticultural products increases as societies mature."

Illinois Satisfaction

J. C. Fiore, Charles Fiore Nurseries, Inc., Prairie View, Ill., sees the best fall in many years in prospect, after a slow start. He cites features of the season as follows:

"Fall business had a slow start, compared to other years. We had a good growing season last summer and were ready to go full force the first part of September, as we usually do. However, the sales were off considerably at that time, but we were booking numerous sales of deciduous material, which we were unable to dig so early in the season.

"As the season progressed, we received almost more business than we could handle, but we were able to get the material out in double-quick time to the satisfaction of our clients, due to the favorable weather this fall. The demand for deciduous shrubs and shade trees was larger than in the previous year, and once again we found ourselves confronted with labor taking an increasing percentage of our gross business. This was due to the fact that we had done much hand digging of B&B material. All in all, as of this writing (November 11), we are running slightly ahead of the sales last year. Weather permitting and the labor situation holding, this will be perhaps our best season in many years.

"Autumn business is extremely important to us, as the fall is the time of the year when our income must be made to finance carry-over of our steady help through the winter months, to alleviate the slack period we anticipate in the spring due to the wet weather and a short season, to cover our purchases and to meet planting expenses during the spring.

"I think nurserymen in this area should emphasize planting in the fall so they can concentrate more on transplanting in the spring and get an earlier start on the weed control program. It would help considerably in keeping costs down to get at weeds early in the spring instead of later, as usually done."

Sales Firm in Iowa

Sales equal to last year's are in prospect in Iowa, reports G. L. Welch, president, Mount Arbor Nurseries, Shenandoah, Ia. Other features noted follow:

"Our fall business at Mount Arbor does not represent a great percentage of our total volume, as we do far

Quality, Nursery-Grown SHADE TREES and Other Items

Sugar Maple, 3-in. cal. and smaller

Silver Maple, 3-in. cal. and smaller

Red Maple (rubrum), 1½ to 2-in. cal., 8 to 10 ft. and 6 to 8 ft.

Green Ash, 2½-in. cal. and smaller

Hackberry, 8 to 10 ft. and 6 to 8 ft.

Honey Locust, Thornless, 2½-in. cal. and smaller

Pin Oak, 3-in. cal. and smaller

Willow Oak, 2½-in. cal. and smaller

American Linden, few 3-in. cal., also 6 to 8 ft. and 8 to 10 ft.

Redbud, 2½-in. cal. and smaller

Sweet Gum, 2½-in. cal. and smaller

Tulip Poplar, 3-in. cal. and smaller

Sycamore, 3-in. cal. and smaller

European Mountain Ash, 8 to 10 ft. and 6 to 8 ft.

Chinese Elm, all sizes 6-in. cal. and smaller

Cornus florida and **Cornus florida rubra**, 7 to 8 ft. and smaller

Purple Fringe, 6 ft. and smaller

Oak-Leaved Hydrangea, 3 to 4 ft., heavy br.

Flowering Crab Apple, 8 best varieties, 1½-in. cal. and smaller

Apple, 22 best varieties, 1 and 2-yr., heavy br., all sizes

Peach, 38 best varieties, 1-yr., 1-in. cal. and smaller

Pear, six varieties, 1 and 2-yr.

Double-Flowering Peach, in quantity and quality

Apricot, Nectarine, Plum, including Purple-Leaved

Call or write for prices, but best come and see the quality, quantity and values to be had. Whether you want 100, 1000, 10,000 or more, you will profit by dealing with:

SHAHAN NURSERIES

Phone: GL 5-3279

Tullahoma, Tenn.

The Homestead Nurseries

H.G.Benckhuysen. Boskoop. Holland

Specializing in hardy Rhododendrons and Azaleas, Acer, Fagus, Ornamental Trees and Shrubs, Perennials in leading varieties. Quality stock. Trade list on request. Ocean and air freight.

VERHALEN NURSERY

Company

SCOTTSVILLE • 12140 HARRY HINES BLVD.
TEXAS • DALLAS, TEXAS

Your Profits Grow in Verhalen Plants

SPECIAL B&B CHRISTMAS TREES For GARDEN CENTERS

(In Lots of 100)

Delivered prices for states of: Virginia, Indiana, West Virginia, Kentucky, Pennsylvania, Delaware, New Jersey, New York, Connecticut, Massachusetts, Rhode Island.

	Each
5000 <i>Abies fraseri</i> (Balsam)	\$2.00
18 to 24 ins.....	
2500 <i>White Pine</i> , sheared	
18 to 24 ins.....	2.00
2500 <i>Canadian Hemlock</i> , sheared	
18 to 24 ins.....	2.75

ANTHONY LAKE NURSERY, INC.
Pineola, N. C.
Phone: REpublic 3-2456

more in the spring. However, I think the business this fall compared favorably with that of previous years and will probably end up about equal to that of a year ago. From reports we have received in this area the landscape men enjoyed a busy fall season. Cash-and-carry business was slow. The mail-order business ran ahead of that of a year ago.

"Bookings at regular wholesale level for spring are not up to those a year ago, but we are hoping that repeat orders will catch up.

"Labor definitely continues limited, and we are again this year depending to a large extent upon imported Mexicans from the state of Texas.

"With costs continuing at high levels, prices must remain firm."

C. C. Smith, vice-president, Sherman Nursery Co., Charles City, Ia., states the fall provided much better digging conditions than in 1959. He writes:

"Autumn shipments have never been a large volume with us, probably not over 10 to 15 per cent of our yearly volume. This past fall our sales in the wholesale division were a small percentage below normal, while our retail sales showed a 30 per cent increase. Evergreen sales were largely responsible for our retail increase.

"Digging operations for winter storage have gone along well, which is a wonderful improvement over conditions a year ago. Labor was not a problem with us this fall.

"Spring-delivery sales are now running slightly below normal, but with an abundant supply of stock available we expect normal volume before we are through the spring shipping season."

Tells Nebraska Gains

An advance over last year's fall sales is reported by J. E. Korves, vice-president, Plumfield Nurseries, Inc., Fremont, Neb., in the following letter:

"Our business so far this fall is somewhat ahead of that of previous years. Ornamental evergreens have been moving well this season, and advance orders for shade trees, shrubs and ornamental and shade tree seedlings indicate another good season ahead.

"Several of the landscape firms report especially good fall business. Some of this may be due to the short planting season in this area last spring, but advance orders for next spring are coming in well also.

"We have had a good growing season and are now busy digging stock for storage. Everything is coming out

WOOD-HOWELL NURSERIES, INC.

**4461 Lee Hwy.
Bristol, Va.**
Phone: North 9-6741

**Wholesale Growers of
Quality Ornamentals at
Reasonable Prices**

**Evergreens, Coniferous
and Broad-leaved Shade
and Flowering Trees**

Finished Stock and Liners

Write for price list.

VOSTERS

NURSERIES AND
GREENHOUSES, INC.

Tropical Foliage
Plants for
Interior Decor

Main Office,
Secane, Pa.
(Suburban Philadelphia)
Cutler, Florida
Perrine, Florida
Wilmington, Delaware



300 Acres of Top-Quality Evergreens

Competitive prices—Dependable service
Cook Nurseries, Cook-Monroe Nurseries
MUNROE NURSERIES of CROSSVILLE, ALABAMA, INC.
Miles L. Monroe, General Manager
P. O. Box 95
Crossville, Ala.



AZALEAS

Broad-leaved Evergreens and a
general line of quality ornamentals.

THE TANKARD NURSERIES
EXMORE, VA.

EVERGREEN GRAFTS POTTED LINERS CONTAINER STOCK

Ask for our latest list.
KENYONS NURSERY
Dover, Okla.

FRUIT TREES Dwarf and Standard

Send for Wholesale List
KELLY BROS. NURSERIES, INC.
Dansville, N. Y.

Hardy, Northern-Grown DWARF MALLING ROOTSTOCK

E. M. IX, VII, II and
Clark Dwarf Scions
New woolly-aphid resistant
Malling-Merton
No. 104, 106, 109, 111
Quince, A

Available in transplanted stock and
rooted layers. Generously graded.

Send for our list.

V. KRAUS NURSERIES
Carlisle, Ont., Canada
Phone: Waterdown, MU 9-4022

SEED

TREE and SHRUB

Importers, collectors and
dealers of tree and shrub
seeds. Purchase by mail the
easy way. Write for free price
list.

FORESTRY ASSOCIATES

160 E. Hamilton St.
P.O. Box 1069 Allentown, Pa.
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Specialists in PERENNIALS

SEEDS—PLANTS—BULBS
Perhaps America's largest list of un-
usual plant materials.
Wholesale catalog on request.

PEARCE SEED COMPANY
Dept. N MOORESTOWN, N. J.

well and is of excellent quality, and we should have almost all deciduous stock under cover by the time this is printed."

Conditions Favorable in Tennessee

"Our fall business is about the same as last year's," states Henry N. Boyd, Boyd Nursery, McMinnville, Tenn. He continues, "And we are quite satisfied thus far, as weather conditions have been good for fall digging. We had our first freeze the first week in November, and it looks as if the ground would be in good condition to start digging for storage in November this year."

"We do about 25 per cent of our business in the fall and 75 per cent of our volume after the first of the year."

"The weather for our fall planting this year was almost perfect, with good moisture in the ground and plenty of frost in October to ripen the plants."

"After the election, we believe, business will be much better."

Cautious Optimism in Alabama

"The attitude of our customers this fall seems to be one of cautious optimism," writes Henry B. Chase, Chase Nursery Co., Chase, Ala. He adds: "Nobody is knocking the doors down to buy bushes, but we have found that by getting out and ringing doorbells, we have been able to pick up some fairly good bookings. Many of our people got so badly burned by the weather last spring that they are a bit hesitant to stick their necks way out, but business seems to be there for the fellow who gets out and knocks on doors, and that is what we have been doing. It is a little too early to tell quite yet what is going to be the ultimate, but we haven't given up yet."

Fall Sales Drop in Oklahoma

Election activities are blamed for a drop in fall sales in Oklahoma, but a pickup is expected, and spring bookings remain about the same as usual, reports J. Frank Sneed, Sneed Nursery Co., Oklahoma City, Okla., in a letter as follows:

"Sales in all lines of merchandise were off badly for the past 60 days. Most people blame the election, and I'm sure that had a great effect. Our fall business, as compared to spring's, has dropped off in the past several years, until it runs only about one third of the total volume. We have had excellent rains this fall, and the wheat crop looks like a bumper yield."

"We understand that the demand for nursery services has increased [Continued on page 86]

Books on Rhododendrons and Azaleas

Authoritative Reference Work

RHODODENDRONS AND AZALEAS, by Clement G. Bowers

Second edition, extensively revised, just published, **\$25.00.**

This work has long been the standard reference of specialists in rhododendrons and azaleas, but is written in interesting language comprehensible to the practical gardener or nurseryman. All phases of culture and propagation are covered, as well as descriptions of the many species and varieties, including recent introductions.

For Beginners

GETTING STARTED WITH RHODODENDRONS AND AZALEAS

By J. Harold Clarke, just published, **\$4.95.**

Written primarily for growers unfamiliar with the genus, this book is packed full of information about growing rhododendrons and azaleas in various parts of the country, with cultural directions and lists of varieties for various places and purposes. Written by a nurseryman with a lifetime interest and experience in these plants.

American Nurseryman

343 S. Dearborn St., Chicago 4, Ill.

You Can't Beat Our PRICES — QUALITY — SERVICE

On

APPLE — PEAR SEEDLINGS

We invite your order now. Have them shipped to suit your need. Liberal grading. Experienced shippers. Prices for dependable Apple and Pear understock:

	Per 1000
No. 1	\$45.00
No. 2	35.00
No. 3	25.00

A fine lot of 5/8-in. cal. and larger, \$60.00 per 1000. Ideal grafting stock.

WHITEROCK NURSERIES

Box A

Crockett, Tex.

ALDRIDGE NURSERY

VON ORMY, TEXAS



Wholesale Nursery Stock

Complete line of container and field-grown ornamentals

● Better Quality

● Better Value

Wholesale Growers of Broad-Leaved and Coniferous Evergreens
Ask for trade list.

LINDLEY NURSERIES, INC.
P. O. Box H Greensboro, N. C.

Quality stock plus pleasing service. Inquiries invited.
89th Year of Growing

Box 88-A Sherman, Tex.
TEXAS NURSERY CO.



CALIFORNIA ASSOCIATION OF NURSERYMEN

ELMER J. MERZ, Executive Secretary
304 MITAU BUILDING SACRAMENTO 14, CALIF.

MONTEREY BAY CHAPTER

The October meeting of the Monterey Bay chapter of the California Association of Nurserymen was held October 20 at the Frontier Town Inn, Salinas, with 24 members and guests present. After the minutes of the September meeting were read and approved, a report of highlights of the recent C. A. N. convention at Yosemite was given by President Clay Pleiman, Tempo Landscape & Garden Service, Castroville; Marion Sloan, Sloan's Nursery, Santa Cruz, and Ben Roth, Alladin Nursery, Watsonville.

President Pleiman stressed the importance, brought out at the state convention, of fostering more nursery training facilities at the high school and college levels.

It was voted to hold the November meeting a week early, so that the state officers could attend and officially install the chapter's 1960-61 officers. Ben and Dorothy Roth were given charge of the meeting, which was scheduled for Watsonville.

Sue Mell, Sec'y.

TRI-COUNTY CHAPTER

The Tri-County chapter of the California Association of Nurserymen met October 28 at the Oaks hotel, Ojai, Calif., with C. A. N. officers Robert Warner, president; Walter C. Borchers, vice-president; Elmer Merz, executive secretary, and Jack Wick, assistant executive secretary, present as guests.

Walter Borchers installed the 1961 officers of the chapter. President for the coming year is Stan Wakeham, Green Sprout Nursery, Santa Paula; vice-president, William Nelson; secretary-treasurer, Lynda Williams, Santa Barbara, and board members, Walter Barrows, Robert Kallman and Ralph Curtis.

Robert Warner presented a talk entitled "You and Your Association," its theme being that of helping to promote the nursery industry while holding to the code of ethics established by the organization.

Howard Brown reported on the plans of the education committee, which is working with counselors and teachers in schools in the Tri-County area, informing students of

various occupational aspects of the nursery industry.

Plans for the Christmas party to be held December 9 at the Oaks hotel, Ojai, are being made. Mrs. Ralph Curtis is the chairman of the affair. Lynda Williams, Sec'y.

SAN JOAQUIN CHAPTER

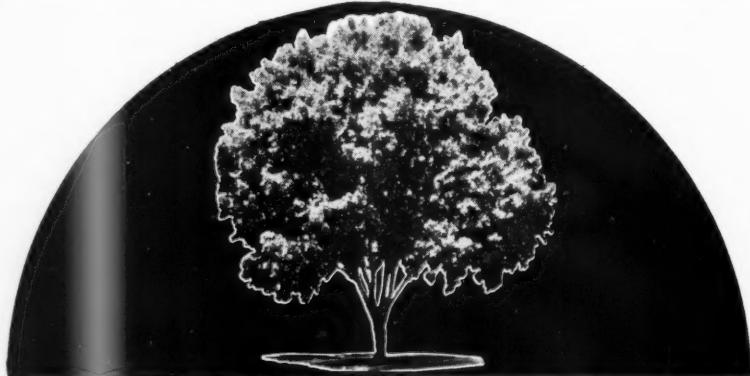
Guest speakers at the October meeting of the San Joaquin chapter, California Association of Nurserymen, were Sam Setencich and Robert Belcher, city park superintendent and assistant city forester, respectively, of Fresno, Calif. Assisted by Don and Jerry McCall, McCall Nursery, Fresno, hosts for the meeting, Mr. Setencich and Mr. Belcher distributed copies of the official Fresno street tree planting list and discussed each of the approved trees, showing color slides of most of them in city plantings at Fresno. The speakers commented on the growth

habits and susceptibility to insects and disease of each tree and related their own experiences in planting, watering and pruning it.

The trees discussed, grouped according to size, were the following: Small—Crataegus, Ilex altaclarensis Wilsoni, Lagerstroemia indica and prunus; medium—Ginkgo biloba, Laurus nobilis, Magnolia grandiflora, Pistacia chinensis, Quercus ilex and Ulmus parvifolia sempervirens; large—Celtis sinensis, Ceratonia siliqua, Cinnamomum camphora, Fraxinus velutina glabra, Liquidambar styraciflua, Liriodendron tulipifera and Zelkova serrata.

The new officers of the San Joaquin chapter were officially installed November 5. They are John Harmon, Harmon's Nursery, Newman, president; Mert Weymouth, Weymouth Nursery, Fresno, vice-president, and Ralph and Mary Books, G. S. Douglas Co., Fresno, secretary and treasurer, respectively. Directors for 1960-61 are Marion E. Gardener, Stribling's Nurseries, Merced, and Frank Graziano, Frank's Nursery, Merced. Ralph Books, Sec'y.

ROY MADSEN recently opened Madsen's Spring Valley Nursery, Spring Valley, Calif.



MODESTO ASH—Your Best Bet for Big Profits on Quick Shade

Best seller for yards and parkways. Fast grower to 35-40 feet, exceptionally clean and compact. Tap root system. Shiny green leaves turn bright gold in fall. Drought and alkali resistant . . . hardy, to —10°. Write for New, Free Wholesale Price List.

— Available in containers out of season. —

Stribling's NURSERIES, INC.
1620 W 16th Highway 99 North RAndolph 2-4106
P. O. Box 793 Merced Calif.

MENLO PARK PLANTING

More than 2,600 plants and more than 10 pounds of wild flower seeds were planted late in October in a center dividing strip on Sharon Park drive on the Sharon Estate property, Menlo Park, Calif., which was recently subdivided into residential lots of one acre or more.

The planting plan was donated by Sunset magazine and designed by Mrs. Elsa Uppman Knoll, garden editor of the magazine. The Menlo Park recreation and park department did the work of preparing the land, planting the trees and shrubs and broadcasting the seeds, and will care for the area as part of the regular maintenance program.

The shrubs planted include the strawberry tree, bottle brush, Perny cotoneaster, eucalyptus, sea urchin and others. Ground covers include manzanita, Carmel creeper, Pfitzer juniper, pyracantha and Rosemary Lockwood de Forest. It is planned that this planting and additional plantings will provide a small arboretum.

W. B. B.

EXHIBIT STREET TREES

The Palo Alto, Calif., park department has set up an exhibit of about 25 street trees in 5-gallon metal containers at the City Hall. The trees are in good condition and on each is a label which gives the botanical and common names, a color picture of a larger specimen planted in a parkway at Palo Alto, information about the growth habits of the tree, cultural needs, type of tree, the country in which it originated and the exact location of the tree pictured.

In another part of the foyer are similarly planted and marked trees which are undergoing tests by the park department. These have notes as to the location of the test trees and the time they have been under test in the city. On a nearby bulletin board are copies of the city ordinances regarding street trees and photographs of city crews planting and caring for trees in parkways in business and residential areas. Displayed prominently is the book, "Trees of Palo Alto," which describes trees with special histories that are to be found in and around the city.

W. B. B.

GERMAIN EXECUTIVE BACK

W. R. Schoenfield, Jr., president of Germain's, Inc., Los Angeles, Calif., has announced that Walter R. Schoenfield, Sr., returned to active service November 1 as chairman of the board of directors, after a 4-

NOW HARVESTING ANOTHER FINE CROP OF



Let Us Know Your Needs in

Bare - Root Bushes • Climbers • Tree Roses

*Some Varieties Which Have Been "Out"
May Show Up in Harvest Counts*

Prepaid Pool Cars to 22 Centrally Located
Areas Throughout the U. S.

One of These is Near You!

(Tree Roses Move by Express to All Points)

**WEEKS WHOLESALE ROSE GROWER**

O. L. Weeks

926 W. Philadelphia St. Ontario, Calif.



Have You Heard About
MY FAIR LADY?

RUEHL-WHEELER NURSERY CO., INC.
255 Ford Rd.

San Jose, Calif.

ROSES

Top-quality, northern California, field-grown, patented and standard bush and tree roses. Write for list and prices.

ELMER ROSES CO.4273 Riverside Dr.
Chino, Calif.**Moore****MINIATURE ROSES**

Ask for new
1960-61 listing of
40 varieties—including

DIAN, LOLLIPOP, LITTLE
BUCKAROO, PINK HEATHER,
PINK JOY, POLKA DOT,
BIT O' SUNSHINE, etc. . .

"Moore Miniature Roses"

SEQUOIA NURSERY Visalia, Calif.



MILTON NURSERY CO.

P. O. Box 7, Milton-Freewater, Ore.

Since 1878

Phone: WE 8-3374

BIRCH (Betula)	Each	Each	CRAB APPLE, Flowering—Continued	
European White	Per 10	Per 100	Each	Each
(<i>Betula alba</i>)			Per 10	Per 100
6 to 8 ft., br.	\$1.65	\$1.50		
5 to 6 ft., br.	1.20	1.10	5 to 6 ft., br.	\$1.20
4 to 5 ft., br.	.90	.85	4 to 5 ft., br.	.90
3 to 4 ft., br.	.65	.60	5 to 6 ft., whips.	.70
Three or more stems,			4 to 5 ft., whips.	.65
5 to 6 ft.	2.15	1.90	4 to 5 ft., whips.	.60
4 to 5 ft.	1.75	1.60	3 to 4 ft., whips.	.55
3 to 4 ft.	1.35	1.25		
Two main stems with other				
smaller stems at the base				
of the tree.				
6 to 7 ft., br.	1.80	1.60	5 to 6 ft., br.	1.35
5 to 6 ft., br.	1.45	1.30	4 to 5 ft., br.	1.10
4 to 5 ft., br.	1.10	1.00	5 to 6 ft., whips.	.75
3 to 4 ft., br.	.90	.80	4 to 5 ft., whips.	.65

CHERRY, Flowering

Kwanzan, double dark rose-pink

2 to 3 ft., br.

2 to 3 ft., whips.

Subhirtella Weeping, single

5 to 6 ft. stem,

No. 1 heads

3 to 4 ft., br.

Serrulata Weeping, double

5 to 6 ft. stem,

No. 2 heads

3 to 4 ft., br.

CRAB APPLE, Flowering

Alimey

5 to 6 ft., br.

4 to 5 ft., br.

3 to 4 ft., br.

5 to 6 ft., whips.

4 to 5 ft., whips.

3 to 4 ft., whips.

Atrorsanguinea

4 to 5 ft., br.

3 to 4 ft., br.

4 to 5 ft., whips.

3 to 4 ft., whips.

Bechtel's

3 to 4 ft., br.

2 to 3 ft., br.

18 to 24 ins.

3 to 4 ft., br.

Elepi

5 to 6 ft., br.

4 to 5 ft., br.

3 to 4 ft., br.

5 to 6 ft., whips.

4 to 5 ft., whips.

3 to 4 ft., whips.

Floribunda

4 to 5 ft., br.

3 to 4 ft., br.

5 to 6 ft., whips.

4 to 5 ft., whips.

3 to 4 ft., whips.

Floribunda purpurea

5 to 6 ft., br.

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Laurus nobilis

5 to 6 ft., br.

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5 to 6 ft., br.

4 to 5 ft., br.

5 to 6 ft., whips.

4 to 5 ft., whips.

3 to 4 ft., whips.

Laurus

5 to 6 ft., br.

4 to 5 ft., br.

5 to 6 ft., whips.

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Laurus

5 to 6 ft., br.

4 to 5 ft., br.

5 to 6 ft., whips.

4 to 5 ft., whips.

3 to 4 ft., whips.

Laurus

5 to 6 ft., br.

4 to 5 ft., br.

5 to 6 ft., whips.

4 to 5 ft., whips.

3 to 4 ft., whips.

Laurus

		Each	Each			Each	Each	Each	Each	Each	
		Per 10	Per 100			Per 10	Per 100			Per 10	Per 100
PEACH, Flowering	Helen Borchers, pink			PEACH, Flowering—Continued							
6 to 7 ft., br.	1.25	\$1.25	\$1.15	Triloba	Each	Each					
5 to 6 ft., br.	1.05	.95		Small tree with double pink flowers thick set on slender branches.	Per 10	Per 100					
4 to 5 ft., br.	.80	.75		3 to 4 ft., bush form	\$1.00	\$0.90					
PLUM (Ornamental Prunus)				2 to 3 ft., bush form	.75	.70					
Bilireana				18 to 24 ins., bush form	.55	.50					
5 to 6 ft., br.	1.25	1.15		Crimson Beauty							
4 to 5 ft., br.	1.00	.90		3 to 4 ft., bush form	.80	.75					
3 to 4 ft., br.	.75	.70		2 to 3 ft., bush form	.65	.60					
Newport				8 to 10 ft., br.	4.25	3.75					
5 to 6 ft., br.	1.25	1.15		6 to 8 ft., br.	3.55	3.25					
4 to 5 ft., br.	1.00	.90		5 to 6 ft., br.	3.25	2.75					
3 to 4 ft., br.	.75	.70		4 to 5 ft., br.	2.75	2.25					
Thundercloud				Each	Each	Each	Each	Each	Each	Each	
4 to 5 ft., br.	1.00	.90		10 to 29	30 to 99	100 to 299	300 and up	300 and up	300 and up	300 and up	
3 to 4 ft., br.	.75	.70		10 to 29	30 to 99	100 to 299	300 and up	300 and up	300 and up	300 and up	
MORAINA ASH® (Plant Patent No. 1768)				10 to 29	30 to 99	100 to 299	300 and up	300 and up	300 and up	300 and up	
8 to 9 ft., whips	\$5.75	\$4.00		10 to 29	30 to 99	100 to 299	300 and up	300 and up	300 and up	300 and up	
7 to 8 ft., whips	4.50	3.35		10 to 29	30 to 99	100 to 299	300 and up	300 and up	300 and up	300 and up	
6 to 7 ft., whips	3.75	2.75		10 to 29	30 to 99	100 to 299	300 and up	300 and up	300 and up	300 and up	
5 to 6 ft., whips	3.00	2.25		10 to 29	30 to 99	100 to 299	300 and up	300 and up	300 and up	300 and up	
MORAINA LOCUST® (Plant Patent No. 836)				10 to 29	30 to 99	100 to 299	300 and up	300 and up	300 and up	300 and up	
8 to 9 ft., whips	5.75	4.00		10 to 29	30 to 99	100 to 299	300 and up	300 and up	300 and up	300 and up	
7 to 8 ft., whips	4.50	3.35		10 to 29	30 to 99	100 to 299	300 and up	300 and up	300 and up	300 and up	
6 to 7 ft., whips	3.75	2.75		10 to 29	30 to 99	100 to 299	300 and up	300 and up	300 and up	300 and up	
5 to 6 ft., whips	3.00	2.25		10 to 29	30 to 99	100 to 299	300 and up	300 and up	300 and up	300 and up	
4 to 5 ft., whips	2.50	1.80		10 to 29	30 to 99	100 to 299	300 and up	300 and up	300 and up	300 and up	
Two-year top				10 to 29	30 to 99	100 to 299	300 and up	300 and up	300 and up	300 and up	
6 to 8 ft., br.				10 to 29	30 to 99	100 to 299	300 and up	300 and up	300 and up	300 and up	
5 to 6 ft., br.				10 to 29	30 to 99	100 to 299	300 and up	300 and up	300 and up	300 and up	
LOCUST (Robinia) Globe or Umbrella				10 to 29	30 to 99	100 to 299	300 and up	300 and up	300 and up	300 and up	
5, 5½ and 6-ft. stems				10 to 29	30 to 99	100 to 299	300 and up	300 and up	300 and up	300 and up	
Pink-flowering Moss (Robinia hispida)				10 to 29	30 to 99	100 to 299	300 and up	300 and up	300 and up	300 and up	
4½-ft. stems				10 to 29	30 to 99	100 to 299	300 and up	300 and up	300 and up	300 and up	
IMPERIAL LOCUST (Plant Patent No. 1605)				10 to 29	30 to 99	100 to 299	300 and up	300 and up	300 and up	300 and up	
10 to 29				10 to 29	30 to 99	100 to 299	300 and up	300 and up	300 and up	300 and up	
6 to 7 ft.	\$2.40	\$2.15		10 to 29	30 to 99	100 to 299	300 and up	300 and up	300 and up	300 and up	
5 to 6 ft.	2.05	1.85		10 to 29	30 to 99	100 to 299	300 and up	300 and up	300 and up	300 and up	
4 to 5 ft.	1.80	1.60		10 to 29	30 to 99	100 to 299	300 and up	300 and up	300 and up	300 and up	
3 to 4 ft.	1.65	1.45		10 to 29	30 to 99	100 to 299	300 and up	300 and up	300 and up	300 and up	

FRUIT TREE SEEDLINGS AND CUTTINGS

All of our seedlings herein listed are root-pruned in the seedling beds, which produces uniform, fibrous, branched root systems.

APPLES Per 100 Per 1000

1/4-in. cal. and up, br. \$5.20 \$42.00

No. 1, 3/16 to 1/4-in. cal. br. 4.80 38.00

No. 2, 2/16 to 3/16-in. cal. br. 4.00 30.00

No. 3, about 2/16-in. cal. 3.20 22.00

PEAR, Bartlett

1/4-in. cal. and up, br. 5.20 42.00

No. 1, 3/16 to 1/4-in. cal. br. 4.80 38.00

No. 2, 2/16 to 3/16-in. cal. br. 4.00 30.00

No. 3, about 2/16-in. cal. 3.20 22.00

CHERRY, Mahaleb

Per 100 Per 1000

1/4-in. cal. and up \$5.00 \$40.00

No. 1, 3/16 to 1/4-in. cal. 4.80 38.00

No. 2, 2/16 to 3/16-in. cal. 4.00 30.00

No. 3, about 2/16-in. cal. 3.20 22.00

CHERRY, Mazzard

1/4-in. cal. and up 5.20 42.00

No. 1, 3/16 to 1/4-in. cal. 4.80 38.00

No. 2, 2/16 to 3/16-in. cal. 4.00 30.00

No. 3, about 2/16-in. cal. 3.20 22.00

PLUM, Myrobalan

1/4-in. cal. and up 5.00 40.00

No. 1, 3/16 to 1/4-in. cal. 4.80 38.00

No. 2, 2/16 to 3/16-in. cal. 4.00 30.00

No. 3, about 2/16-in. cal. 3.20 22.00

QUINCE, Angers

Per 100 Per 1000

1/4-in. cal. and up, R. C. \$7.50 \$65.00

No. 1, 3/16 to 1/4-in. cal. R. C. 7.00 60.00

No. 2, 2/16 to 3/16-in. cal. R. C. 6.50 55.00

TERMS: 3% discount cash with order, 2% 10 days, 60 days net from date of invoice. Combination carloads available to eastern distributing points.

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ton-Freewater, vice-president, and the newly appointed executive secretary, Merv Belknap.

Mrs. Martha Walker, Holgate Nursery, moderated a panel of nurserymen's wives, who offered their views on how the nursery business should be run.

Norman June, Junay's Garden Center, Portland, introduced the speaker of the evening, Murray McBride, R. G. Lund Co., marketing and sales consultants, Portland. His address, titled "You and Your Industry," stressed the importance of good relations among the grower, the wholesaler and the retailer.

Clackamas Chapter

The Clackamas chapter meeting of the O. A. N. was held recently at Seid's Restaurant, Oregon City. Larry Effinger, Hood View Acres, Oregon City, O. A. N. state board representative, reported on the last meeting of the state board. He and Harold Miller, Millers' Landscape Nursery, Milwaukie, chapter presi-

dent, also reported on the Gearhart meeting of the association.

Mr. Miller named Franz Kruschke, Kruschke Greenhouses, Clackamas; Ivan Arneson, Arneson Nursery, Canby, and Lowell Hall, Hall's Half Acre, Woodburn, as members of the nominating committee.

Robert Smith, Clackamas county agent, introduced the speaker of the evening, Ray McNeilan, Multnomah county agent, Gresham, who gave an excellent talk on weed, insect and disease control, which was followed by a question and answer period. A meeting of the chapter executive board was held later in the month at the home of Lowell Hall.

Other Meetings

President William Moller, Moller's Nursery, Fairview, led the October 27 meeting of the Columbia River chapter of the O. A. N. Vice-president Erwin Fowler of the O. A. N. spoke briefly to the group about the association's convention plans. Mr. Moller named Hans Nelson, Nelson's

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Many nurserymen tell us we have the best

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GLOBE AND PYRAMID BUXUS SEMPERVIRENS

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Also Dwarf Suffruticosa and general nursery stock, including large shade and flowering trees.

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WHOLESALE

GENERAL NURSERY STOCK

QUALITY NURSERY STOCK

ACER PLATANOIDES

Franssen's Red-Leaved		Per 10	Per 100
Maple			
6 to 8 ft., br....	35.00	325.00	
5 to 6 ft., br....	25.00	225.00	
8 to 9 ft., whips..	30.00	225.00	
7 to 8 ft., whips..	25.00	210.00	
6 to 7 ft., whips..	21.00	180.00	
5 to 6 ft., whips..	16.00	140.00	
4 to 5 ft., whips..	13.00	110.00	
3 to 4 ft., whips..	10.00	85.00	

Norway Maple

Norway Maple		Per 10	Per 100
12 to 14 ft., br....	35.00	325.00	
10 to 12 ft., br....	30.00	275.00	
8 to 10 ft., br....	25.00	225.00	
6 to 8 ft., br....	20.50	180.00	
5 to 6 ft., br....	15.00	135.00	
8 to 9 ft., whips..	10.50	90.00	
7 to 8 ft., whips..	10.00	95.00	
6 to 7 ft., whips..	9.50	90.00	
5 to 6 ft., whips..	8.00	75.00	
4 to 5 ft., whips..	6.00	55.00	

Columnar Norway Maple

Columnar Norway Maple		Per 10	Per 100
3-yr., 11 to 12 ft.	33.50	310.00	
3-yr., 10 to 11 ft.	30.00	275.00	
2-yr., 9 to 10 ft...	27.50	250.00	
2-yr., 8 to 9 ft...	25.00	225.00	
2-yr., 7 to 8 ft...	22.00	200.00	
2-yr., 6 to 7 ft...	18.50	170.00	
1-yr., 5 to 6 ft...	15.50	140.00	
1-yr., 4 to 5 ft...	12.00	110.00	
1-yr., 3 to 4 ft...	10.00	90.00	

Drummond Norway Maple Variegated Maple

Drummond Norway Maple Variegated Maple		Per 10	Per 100
6 to 8 ft., br....	28.50	260.00	
5 to 6 ft., br....	23.50	210.00	
8 to 9 ft., whips..	21.00	185.00	
7 to 8 ft., whips..	20.00	175.00	
6 to 7 ft., whips..	18.00	165.00	
5 to 6 ft., whips..	14.50	130.00	
4 to 5 ft., whips..	10.00	90.00	

ACER PSEUDOPLATANUS

Improved Spirethi		Per 10	Per 100
12 to 14 ft., br....	37.50	350.00	
10 to 12 ft., br....	32.50	300.00	
8 to 10 ft., br....	27.50	250.00	
6 to 8 ft., br....	22.50	200.00	
5 to 6 ft., br....	16.50	150.00	
6 to 7 ft., whips..	12.50	115.00	
5 to 6 ft., whips..	10.00	90.00	
4 to 5 ft., whips..	8.00	70.00	

ACER RUBRUM

(Red Maple)		Per 10	Per 100
10 to 12 ft., br....	32.50	300.00	
8 to 10 ft., br....	27.50	250.00	
6 to 8 ft., br....	22.50	200.00	
5 to 6 ft., br....	16.50	150.00	
4 to 5 ft., br....	12.50	115.00	
3 to 4 ft., br....	11.50	105.00	

ACER SACCHARUM MONUMENTALE

(Columnar Sugar Maple)		Per 10	Per 100
8 to 10 ft.....	27.50	250.00	
7 to 8 ft., whips..	25.00	225.00	
6 to 7 ft., whips..	22.50	200.00	
5 to 6 ft., whips..	20.00	175.00	
4 to 5 ft., whips..	17.50	150.00	
3 to 4 ft., whips..	15.00	125.00	

BETULA ALBA

(European White Birch)		Per 10	Per 100
12 to 14 ft., br....	35.00	325.00	
10 to 12 ft., br....	27.50	250.00	
8 to 10 ft., br....	22.50	200.00	
6 to 8 ft., br....	16.50	150.00	
5 to 6 ft., br....	12.00	110.00	
4 to 5 ft., br....	9.00	85.00	
3 to 4 ft., br....	6.50	60.00	

FRAXINUS QUADRANGULATA

(Blue Ash)		Per 10	Per 100
10 to 12 ft., br....	37.50	350.00	
8 to 10 ft., br....	32.50	300.00	
6 to 8 ft., br....	27.50	250.00	
5 to 6 ft., br....	22.50	200.00	
6 to 7 ft., whips..	18.00	165.00	
5 to 6 ft., whips..	15.00	135.00	
4 to 5 ft., whips..	12.00	105.00	

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Rose & Holly Farm, Troutdale; Harry Carlson, Harry J. Carlson & Son, Gresham, and Frank Schmidt, Jr., J. Frank Schmidt & Sons, Troutdale, to the nominating committee. Mr. and Mrs. Frank Doerfler, F. A. Doerfler & Son, Salem, showed slides taken during their trip through several European countries.

The Cascade chapter of the O. A. N. recently held a potluck dinner at the home of Mr. and Mrs. Myron Lehne, M. Lehne Nursery, Roseburg. The chapter voted to change the required number of meetings per year to three, due to the distance between centers covered by the chapter. The next chapter meeting is scheduled for December 6 at the S. & H. Nursery, Central Point. C. H. P.

OREGON NOTES

Jack Stump, Monmouth, holly grower, has, with the aid of federal wildlife authorities, found a way to rid himself of starlings. A fiber net, a cage and a battery of powerful electric lights with reflectors are used. The funnel-shaped fiber net, 25 feet high and 60 feet wide, was stretched at one end of the holly orchard, its narrow end opening into the cage, with the row of electric lights behind it. At night men frightened the starlings toward the net and lights with firecrackers and guns. Once funneled into the cage, the starlings were covered with heavy canvas and exterminated. Starlings ruin much holly each year with their droppings.

Mrs. Mary Smith, who formerly operated Valley View Nursery, Portland, with her husband, Roy, recently underwent open heart surgery after a long illness. She withstood the surgery in A-1 condition and is reported on the way to greatly improved health.

Christmas tree thieves have been making yearly inroads into plantings at the Hoyt Arboretum near Portland. A round-the-clock vigil is planned this year during the month of December by Ernest E. Fischer to prevent any further loss.

Mrs. Clarence Mallitz, wife of Clarence E. Mallitz, owner of Platt Nursery, Sutherland, died recently after a long illness.

Moore's Nursery, Roseburg, has been sold to James Brown.

Mrs. Helen McGill, wife of Wayne McGill, A. McGill & Son, Fairview, broke an ankle while touring Japan with her husband. Their trip was cut short, and Mrs. McGill was returned home to the Providence hospital, Portland, for expert attention. Commercial spray operators have

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1-yr., S.	\$ 5.00 \$ 40.00
2-yr., S.	7.00 60.00
3-yr., S.	10.00 90.00

SEEDLINGS have been root-pruned to insure a good root system. The 3-yr. seedlings have also been cut back, to make a more bushy, compact plant.

TERMS: Check is requested before shipment or will ship C.O.D., if preferred. All orders shipped by railway express unless otherwise stated.

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DWARFS—for ranch-style houses —for low windows —for planters

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Cephalotaxus harringtonia fastigiata (Plum Yew) Columnar and dark green. 3 to 6 ins., once transplanted.....	\$17.00	\$153.00
Chamaecyparis lawsoniana grandi Wonderful, green, flat pyramid. 6 to 9 ins., once transplanted.....	20.00	180.00
Chamaecyparis lawsoniana minima glauca (Little Blue Cypress) Captivating, hardy, midget. 6 to 9 ins., twice transplanted, B. R.	71.00	....
Chamaecyparis nootkatensis glauca compacta (Compact Blue Alaska Cypress) Charmingly blue-green foliage. 3 to 6 ins., once transplanted.....	16.00	144.00
Chamaecyparis pisifera compacta Exceedingly dense dwarf globe. 3 to 6 ins., once transplanted.....	17.00	153.00
Chamaecyparis pisifera compacta nana A real genuine dwarf. 3 to 5 ins., once transplanted.....	21.00	180.00
Chamaecyparis pisifera filifera nana aurea (Dwarf Golden Thread Cypress) Superbly in a class by itself. 12 to 18 ins., twice transplanted, B. R. 30.00	270.00	198.00
Erica carnea (Sherwood Creeping Heath) Bright green foliage, bright red flowers. 9 to 12 ins., twice transplanted, B. R. 22.00	198.00	....
Erica mediterranea hybrida (Darley Heath) Lovely winter bloomer. 9 to 12 ins., twice transplanted, B. R. 22.00	198.00	....
Picea excelsa mucronata (Dwarf Norway Spruce) Dense, dwarf, pyramidal conifer. 3 to 6 ins., once transplanted.....	18.00	162.00
Picea excelsa nidiformis (Nest Spruce) Dark, compact, flattened globe. 6 to 9 ins., once transplanted.....	24.00	216.00
Picea excelsa (Sherwood Multnomah Spruce) Picturesque, rugged in appearance. 3 to 6 ins., once transplanted.....	21.00	180.00

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DWARFS—for constant lasting year-round beauty

	Per 100	Per 1000
Picea excelsa pygmaea (Pygmy Spruce) Very dwarf, dark green. 1 to 3 ins., once transplanted.....	\$14.00	\$126.00
Pinus aristata (Bristlecone Pine) Probably world's most beautiful conifer. 6 to 9 ins., not transplanted.....	24.00	198.00
Pinus mughus compacta (Mugho Pine) Very hardy dwarf. 6 to 12 ins., not transplanted.....	11.00	90.00
Rhododendron intricatum (Bluet Rhododendron) Purple flowers, cheerful pixie 3 to 6 ins., once transplanted.....	18.00	162.00
Rhododendron myrtifolium (Myrtle Rhododendron) Rose flowers, fragrant foliage. 3 to 6 ins., once transplanted.....	18.00	162.00
Taxus baccata procumbens (Prostrate English Yew) Deep green, low growing. 6 to 9 ins., once transplanted.....	21.00	189.00
Taxus baccata repandens (Spreading English Yew) Unusual dark green spreader. 3 to 6 ins., once transplanted.....	17.00	153.00
Taxus baccata repandens aurea (Gold Spreading English Yew) Foliage bright gold. 3 to 6 ins., once transplanted.....	18.00	162.00
Taxus cuspidata nana (Dwarf Japanese Yew) Picturesque, well liked. 3 to 6 ins., once transplanted.....	18.00	162.00

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CORBETT, ORE.

been meeting regularly at the home of Ray Collier, Collier Spray & Landscape Service, Portland. Ray A. McNeilan, Multnomah county agent, has been assisting in the programming of the meetings. A trade organization of spray operators is hoped for in the future.

The father of Joe Klupenger, Klupenger Nursery & Greenhouses, Portland, is reported in serious condition after suffering a severe heart attack.

Mrs. Neva M. Potter, of the O. A. N. executive secretary's office, is recuperating well from recent surgery.

M. Lehne Nursery, Roseburg, is building a new propagating greenhouse.

E. P. Balts & Son, Portland land-

scape contractors, have been handling the initial landscape work about the new \$8 million Memorial Coliseum at Portland. Landscaping, when it is completed, will be extensive.

Slated for appearance on programs of the Portland Men's Garden Club during the winter are John Henny, Henny's Azaleas, Brooks; Carl Starker, Jennings Lodge, Nurserymen; Fred Edmunds, Jr., rose and holly grower, Wilsonville; Ralph Sittel, fuchsia grower, Tigard; Paul Van Allen, Portland Wholesale Nursery Co., Portland, and Walter Marx, Marx Iris & Perennial Gardens, Boring.

Joachim Suhr, father of Arthur Suhr, Mount Hood Nursery, Gresham, died recently. C. H. P.

ACCOUNTING—ARROWHEAD

[Continued from page 11]

Accounting can also provide various summaries and reports for managerial use. The accounting process involves (1) collecting, (2) classifying, (3) interpreting and (4) reporting information about the business venture with which it is concerned.

Dr. Carson discussed the following terms, the meaning and interrelation of which are essential to an understanding of business accounting: Asset, liability, capital (net worth, in a proprietorship) income (revenue), expense, profit (net income) and loss.

He stressed that to qualify as an asset, an item must be both owned and expected to provide future bene-

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FRUIT TREES
DECIDUOUS SHRUBS
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Crimson King Maple (Pat. No. 735)
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Jefferson, Ore.

fit. These assets, minus liabilities, constitute capital or net worth at any point of time, and thus are shown in the balance sheet. On the other hand, net profit or loss over a period of time is derived by subtracting expenses from income or revenue and therefore is shown in the income statement.

Capital at the beginning of the period plus additional investments by owner(s) (or minus withdrawals) plus net profit (or minus loss) represents capital at the end of the period. Many assets turn into expenses, but they should bring in revenue during the process of change. Thus, new assets are acquired to replace those that have become expenses.

In the interests of expediency, many short-term assets are treated in the accounts as expenses at the outset—postage stamps are an extreme example. Dr. Carson pointed out that as a measuring device, accounting is more like a yardstick than a micrometer.

The common problems that arise in the measurement of periodic income can begin with the definition of income. While economists may become involved with subjective concepts such as value, the accountant must deal with objective, verifiable data. In the final analysis, net profit or net income is the difference between the cash (or equivalent) that the owner(s) put into the enterprise and the amount they get back.

The problems of income calculation nearly all stem from the need for periodic income determination. The cash basis of income calculation is usually unsatisfactory. The accrual basis attempts to match realized revenue with the costs and expenses that presumably brought in the revenue. Usually, income is considered to be realized when the sale is made.

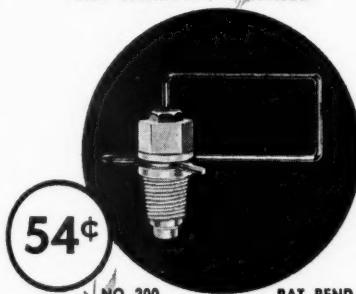
There are similarly common problems in calculating assets. In differentiating between current assets and noncurrent assets, the accountant considers the former to be those which will become available for the payment of current liabilities in the normal operating cycle of the business. Cash and current receivables present minor problems compared to inventory, which is part of the problem of attempting to match cost and revenue on a periodic basis.

In most cases, evaluating the goods sold or unused at the end of the period is the focal point of the inventory problem, since identical units may have been purchased at different costs at different times. The three commonest systems for assigning costs are:

1. First in, first out (FIFO)—The

Flora-MIST FOGGER

A PRACTICAL, ECONOMICAL WAY TO PROVIDE MOISTURE FOR PROPAGATION AND HUMIDITY CONTROL

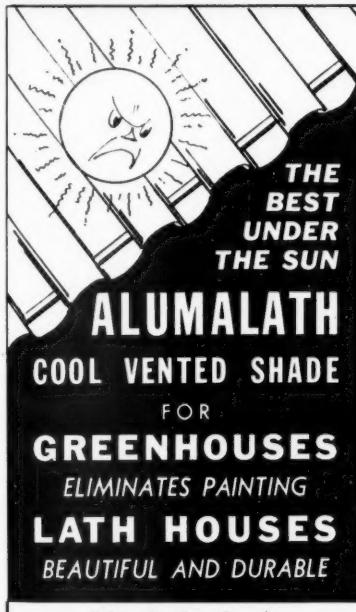


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PAT. PEND.

Simple in design
Made of Nylon with Metal Jet and Wire Baffle
Little or no maintenance required
Field-Tested for effectiveness
Priced for extensive use and
VOLUME SELLING!
For FREE Sample
and complete information
Write To

REED S. KOFFORD CO.
P. O. BOX 453 P
VAN NUYS, CALIFORNIA



Write for Free Sample
Literature and Estimate

ALUMALATH
Box A 555
Sunset Beach, Calif.

BEGINNING IN THE NURSERY BUSINESS
By John J. Pinney, 64 p. (1958). \$1.00.
American Nurseryman Chicago 4, Ill.

units sold first are assumed to be those purchased first (usually at a lower cost), and the units remaining in inventory are assumed to be those purchased last (usually at a higher cost).

2. Last in, first out (LIFO)—The units sold first are assumed to be those purchased last (higher cost), and the units remaining in inventory are assumed to be those purchased first (lower cost).

3. Average—The varying costs of different purchases are averaged and an equal cost is assigned to each unit.

FIFO conforms to the physical flow of goods in the vast majority of cases. LIFO has come into prominence in recent years, having the beneficial effect of lowering profits, therefore lowering taxes, in these inflationary good times.

Unrealistic System

Nurserymen, especially retailers, use a modified LIFO. According to the group present, most use a fictitious lower figure arrived at by working back from selling price of goods on hand to cost. Dr. Carson pointed out that in so doing one is not telling himself how much income he actually received. If he were suddenly wiped out, he would have to arrive at a reasonable figure to replace his inventory. This figure would be very high compared to the above fictitious figure.

The following simplified example reflects the different inventory figures derived by the three common methods:

Assume three items were bought at separate times, costing, in order of purchase, \$1, \$1.10 and \$1.25. Two were sold, bringing in a total of \$3.50, and one remains in inventory. Expenses were \$1.

INCOME STATEMENT

	FIFO	Average	LIFO
Sales	\$3.50	\$3.50	\$3.50
Cost of goods sold	2.10	2.24	2.35
Gross Profit	1.40	1.26	1.15
Expenses	1.00	1.00	1.00
Net Profit	.40	.26	.15
BALANCE SHEET			
Inventory	1.25	1.12	1.00

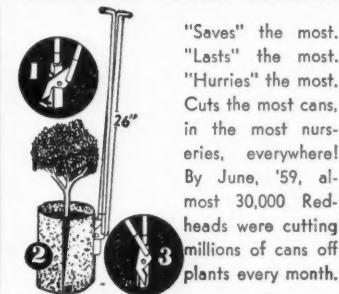
The major problem in accounting for long-term assets arises in dealing with depreciation, which is the term used to describe the loss of economic usefulness of an asset. This loss may be due to wear and tear, or physical depreciation, which is usually small and easy to estimate; inadequacy or functional depreciation, or obsolescence.

Depreciation accounting is a process of cost apportionment—not valuation. It involves an attempt to apportion the cost of an asset to the periods benefited by its possession or use.

The commonest depreciation
[Continued on page 85]

IT'S THE MOST COAST TO COAST

The genuine REDHEAD CAN SHEAR



"Saves" the most.
"Lasts" the most.
"Hurries" the most.
Cuts the most cans,
in the most nurseries,
everywhere!
By June, '59, almost
30,000 Redheads
were cutting
millions of cans off
plants every month.

DO YOU HAVE THIS LABORSAVER?

It pays to cut **every** can before it leaves
your nursery. Customers can't be trusted
to knock out a plant without breaking
top or root ball!
Price: 1 or 2, each, \$7.00; 3 for \$18.75,
plus postage. (Package weight, 1 unit,
5 lbs.)

The original HANDY-MAN GRIPZIT



DO YOU HAVE THIS LABORSAVER?

Price: 1 only, \$3.20; 2 to 5 units, each,
\$2.90, plus postage. (Package weight,
each 2/3 lb.)

NOTE . . .

Both these tools have been copied—in appearance. We cannot accept these copies for repair under our guarantee. Insist on seeing this label



From Maine south through Virginia, West through Pennsylvania and West Virginia, write A. H. GUTBROD CO., Box 96, Irvington, N. J.

From North and South Carolina, Georgia, Alabama and Florida, write COLUMBIA NURSERY SUPPLY CO., Box 5068, Columbia, S. C.

From Illinois, Indiana, Ohio, Kentucky and Tennessee, write A. M. LEONARD & SON, Piqua, Ohio.

From Kansas, Missouri, Oklahoma, Arkansas, Louisiana, Mississippi and Texas, write VERHALEN NURSERY CO., 12140 Harry Hines Blvd., Dallas, Tex.

From Unnamed States Write to:

Ayer-Line INDUSTRIES, INC.
709 Jones St. BERKELEY 10, CALIF.

CLASSIFIED ADS

Rate: 40 cents per line, each insertion.

Minimum order, \$4.00.

Instructions for the January 1 issue must be received by Friday, December 9.

Forms for January 15 issue will close Friday, December 23.

AZALEAS

BECKY AZALEA
New Azalea with longer lasting flowers. Full graded plants in clay pots for forcing as needed. Write for prices, stating quantity required. ORDER NOW.

Patent No. 1699.
VOSTERS NURSERIES AND GHSES., INC.
Secane, Pa.

HINO-CRIMSON, GLENN DALES, ETC.
Thousands of beautiful Kurume, and other evergreen Azaleas, including newer varieties. Dense, bushy, well-budded for landscape planting and forcing. Selling fast—order now. Landscape sizes. Liners. THE TANKARD NURSERIES, Exmore, Va.

AZALEAS IMPORTED FROM HOLLAND
AZALEA MOLLIS SINENSIS
WELL-BUDDED, VERY HARDY.
SPRING DELIVERY.

WRITE FOR WHOLESALE PRICE LIST.
HEEMSKERK & CO.'S BULBS
P. O. Box 392 Ridgewood, N. J.

AZALEAS
Rooted cuttings, hardy, evergreen. Hino-Crimson, Gable, kaempferi and Vuykiana hybrids. List on request.

JOHN VERMEULEN & SON, INC.
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AZALEAS
25 varieties.
Field-grown and rooted cuttings.
WIGMORE'S NURSERIES
Norman Ave., Riverside Pk., Riverside, N. J.
Phone Belmont 5-2210.

AZALEAS
For forcing and landscape planting.
Write for our fall trade list.
THE LEVICK NURSERY CO.
R. F. D. 3 Bridgeton, N. J.

AZALEAS
Completely hardy, well-budded, mollis x sinensis hybrid Azaleas. 60 varieties. Ask for list.
MESKERS BULB CO., WALDWICK, N. J.

BARBERRIES

BERBERIS CRIMSON PIGMY
Per 100 Per 1000
2 1/2-in. pots, 2-yr. \$20.00 \$180.00
4-in. Cloverpot pots 40.00 350.00
Write for complete list.

GULF STREAM NURSERY, INC.
Wachapreague, Va.

Barberry liners, Crimson Pigmy, Julianae, julianae nana, mentorensis.
Please see complete list on pages 60 and 61.

Templeton, Phytoektor, Winchester, Tenn.

Sell Stock Quickly and Easily with
American Nurseryman Classified Ads.

BERRY PLANTS

LATHAM RASPBERRY PLANTS

Top quality plants, New Jersey twice state inspected. Grown in fumigated soil. Plants are a heavy grade with an exceptionally fine root system.

No. 1, 3/16 to 1/4-in., \$45.00 per 1000.

No. 1, 1/4-in. up, \$55.00 per 1000.

Prices are F.O.B. Free packing. Fall or spring delivery.

BRIDGE VIEW NURSERY
Waterford Works, N. J.

BUXUS

Buxus sempervirens (Boxwood), from 2-yr. beds, 6 to 8 ins., \$12.00 per 100, \$100.00 per 1000. Mountville Nurseries, Mountville, Ga.

If you don't find it listed here
try a Want Ad in the next issue
of the American Nurseryman.

BULBS and TUBERS

IMPORTED DUTCH FALL BULBS
WRITE FOR WHOLESALE
PRICE LIST
HEEMSKERK & CO.'S BULBS
P. O. Box 392 Ridgewood, N. J.

TUBEROUS BEGONIAS

Double-flowered CAMELLIA type, 8 colors.

Per 100 Per 1000

1/4 to 1 1/2-in. \$ 6.50 \$ 55.00

1/2 to 2 1/2-in. 10.00 90.00

2 1/2-in. up, mammoth 15.00 135.00

2 1/2-in. up, mammoth 20.00 175.00

Double-flowered FIMBRIATA (Carnation), 6 colors.

1/4 to 1 1/2-in. \$ 7.50 \$ 65.00

1/2 to 2-in. 13.50 125.00

2-in. up 16.50 145.00

PENDULA (hanging basket type), 6 colors.

1/4 to 1 1/2-in. \$ 8.00 \$ 70.00

1/2 to 2-in. 13.50 125.00

2-in. up 17.50 165.00

PICOTEE, bicolor red and white double flowered.

1/2 to 2-in. \$13.50 \$125.00

MULTIFLORA HYBRIDS, reds, salmons, yellows.

MULTIFLORA MAXIMA (new), 6 colors.

1-in. up \$13.50 \$125.00

Minimum order \$10.00.

GLOXINIAS

The best leading commercial varieties.

1/4 to 1 1/2-in. \$ 7.50 \$ 65.00

1/2 to 2-in. 15.00 140.00

2-in. 22.00 200.00

2 1/2-in. up (mammoth) 27.50 250.00

Minimum order \$10.00.

Include postage charges when requesting

shipments by parcel post.

LOUIS DANK
1170 Broadway New York 1, N. Y.

CLEMATIS

CLEMATIS VINES

Large flowering, from 4-in. pots.

Blooming size, 1-yr. frame,

85¢ each.

Gypsy Queen, purple

Lanuginosa candida, white

Ernst Markham, red

Duchess of Albany, pink bell

Ville de Lyon, red

Lawsoniana, sky-blue.

Plants shipped bare-root.

Cash with order. Fall delivery.

FOUR STAR NURSERY
8215 238th S. W. Edmonds, Wash.

DELPHINIUMS

DELPHINIUMS

Our field-grown Delphiniums are excellent

this year. Be sure to write for new list. As a

get-acquainted offer, let us send to your ad-

dress, 50 Pacific Giant Hybrid Delphiniums,

2-yr.-old plants, in assorted colors, for \$8.00,

postpaid to your nursery.

WALTERS GARDENS

R. R. 2 Zeeland, Mich.

DOGWOODS

DOGWOODS

Per 10 Per 100

Cornus florida plena, double white

6 to 12 ins. 1-yr., bare-root. \$5.00 \$45.00

12 to 18 ins. 1-yr., bare-root. 6.00 55.00

18 to 24 ins. 1-yr., bare-root. 9.00 80.00

2 to 3 ft., 1-yr., bare-root. 11.50

Cornus florida rubra, pink-flowering

6 to 12 ins. 1-yr., bare-root. 5.00 45.00

12 to 18 ins. 1-yr., bare-root. 6.00 55.00

18 to 24 ins. 1-yr., bare-root. 9.00 80.00

2 to 3 ft., 1-yr., bare-root. 11.50 100.00

CASH, PLEASE.

BYERS NURSERY CO.

Route 2 Huntsville, Ala.

CORNUS FLORIDA RUBRA

(Pink Dogwood)

Northern-grown, sheared tops.

3 to 4 ft., B&B. \$ 2.75

4 to 5 ft., B&B. 5.00

5 to 6 ft., B&B. 6.50

6 to 7 ft., B&B. 8.00

7 to 8 ft., B&B. 15.00

Pickup at nursery.

BROOKVILLE NURSERIES

Box 53, Northern Blvd., Glen Head, L. I., N. Y.

EUONYMUS

EUONYMUS LINERS

ROOTED CUTTINGS from open frame.

Per 100 Per 1000

E. fortunei coloratus \$6.50 \$45.00

E. fortunei sarcococca 8.00 60.00

E. fortunei minimum 6.50 45.00

E. patens, small leaf 6.50 45.00

FOX NURSERY, HUMANSVILLE, MO.

Euonymus alatus compactus liners.

Please see complete list on pages 60 and 61.

Templeton, Phytoektor, Winchester, Tenn.

EUONYMUS

EUONYMUS LINERS

ROOTED CUTTINGS from open frame.

Per 100 Per 1000

E. fortunei coloratus \$6.50 \$45.00

E. fortunei sarcococca 8.00 60.00

E. fortunei minimum 6.50 45.00

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Euonymus alatus compactus liners.

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Templeton, Phytoektor, Winchester, Tenn.

EUONYMUS

EUONYMUS LINERS

ROOTED CUTTINGS from open frame.

Per 100 Per 1000

GLOBE ARBORVITAE, woodward, dark green, 1-yr.

transplants, 4 to 6 ins. \$30.00 \$250.00

Hedge green, 1-yr. transplants, 4 to 6 ins. 25.00 200.00

2-yr. transp. 6 to 8 ins. 40.00 300.00

PYRAMIDAL ARBORVITAE, compacta, green, 1-yr.

transplants, 5 to 7 ins. 35.00 300.00

JUNIPER, Blue Pfister (chinensis betzii), 1-yr.

transplants, 5 to 7 ins. 25.00 200.00

JUNIPER, Irish, 1-yr. transplants, 4 to 6 ins. 30.00 250.00

JUNIPER, Andorra, 1-yr. transplants, 4 to 6 ins. 30.00 250.00

JAP. YEW, grown from seed, Taxus cuspidata capitata, upright, pyramidal, 4-yr.

transp. (2-2), 6 to 12 ins. 30.00 200.00

JAP. YEW, transplanted rooted cuttings.

Taxus cuspidata, spreading, 1-yr. transp. 5 to 6 ins. 25.00 175.00

2-yr. transp. 6 to 8 ins. 35.00 250.00

Taxus hicksii, upright, 1-yr. transp. 5 to 7 ins. 25.00 175.00

2-yr. transp. 8 to 10 ins. 40.00 300.00

Taxus brownii, upright, 1-yr. transp. 6 to 8 ins. 25.00 175.00

2-yr. transp. 6 to 8 ins. 40.00 300.00

Taxus hirsutissima, semi-upright, 1-yr. transp. 4 to 6 ins. 25.00

Taxus intermedia, spreading, 1-yr. transp. 4 to 6 ins. 25.00 175.00

2-yr. transp. 6 to 8 ins. 35.00 250.00

JAPANESE HOLLY (Ilex), rotundifolia, transplants, 6 to 10 ins. 35.00 300.00

convexa, transplants, 6 to 10 ins. 35.00 300.00

crenata betzii, transplants, 6 to 10 ins. 35.00 300.00

AMERICAN HOLLY, FEMALE, 10 per cent male, 1-yr.

transplants, 8 to 12 ins. 50.00 400.00

DELIA BRADLEY, 1-yr. transp. 8 to 12 ins. 50.00 400.00

MUSER FORESTS, INC., Indiana, Pa.

BERCKMANS' GOLDEN ARBORVITAE

OUR SPECIALTY

Sturdy liners, dirt-grown in full sun.

Each, 100 1000 \$0.08 \$0.07 1/2

6 to 8 ins. 11.10

8 to 10 ins., transplanted 17.15

10 to 12 ins., transplanted 22.20

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140 Woodland Dr. Thomasville, Ga.

James W. Lawson, Mgr. Phone CA 6-4245

ROOT YOUR CUTTINGS

1-yr. wood only.

Taxus, 100, 6 1/2c; 1000, 6c; 5000 up, 5c.

ROOTED CUTTINGS, available spring, 1961.

5000 Intermedia (Sesban), 3000 hicksi, 2500

Taxus intermedia, 1500 Boxwood (semp.), 100, 8 1/2c; 1000, 8c; 5000 up, 7c. 10,000 Euonymus vegetus, 6c, 10 per cent with order.

PONTIUS GREENHOUSE AND NURSERY

8425 Buttermilk Ridge, Elyria, O.

Phone GL 8-4839 (DDD area code No. 216)

FIELD-GROWN LINING-OUT STOCK

Strong liners that will please you.

Each, 100 1000 25c 22 1/2c

Hemlock, TT, 8 to 10 ins. 25c 22 1/2c

Hemlock, TT, 10 to 12 ins. 35c 32 1/2c

The 100 rate applies beyond the beetle zone.

TWIN CEDAR NURSERY

Williamsburg, Mass.

3-YR. BEDDED, POTTED

Each, 100 1000

Andorra Juniper, 8 to 10 ins., T.	\$0.50	\$0.40
Pfitzer Juniper, 8 to 10 ins., T.	.60	.50
Pfitzer comp. Juniper,		
8 to 10 ins., T.	.50	.40
10 to 15 ins., T.	.60	.50
Taxus hicksii, 6 to 10 ins., T.	.45	.40
Thuya globosa, 12 to 15 ins., T.	.50	.45
Thuya pyramidalis,		
18 to 24 ins., T.	.60	.50
Thuya wariana (Siberian),		
12 to 15 ins., T.	.50	.45

2-YR. POTTED, 2 1/2-IN. POTS

Each, 100 1000

Juniper, Pfitzer	.27 1/2	.25
Taxus, Adams columnaris	.30	.27 1/2
Taxus brownii	.30	.27 1/2
Taxus hatfieldii	.30	.27 1/2
Taxus intermedia	.30	.27 1/2
Thuya woodwardii	.25	.22 1/2

THE HOLLANDIA GARDENS

South Vienna, O.

TAXUS HICKSI

6 to 8 ins., from open beds.
Greenhouse propagated.
January 1, 1959, X, \$180.00 per 1000.

January 1, 1958, XX, \$250.00 per 1000.

12 to 18 ins., field liners, 4-yr., XX,

\$400.00 per 1000.

ALSO FOR DECEMBER

Cutting wood, stems 10 to 15 ins., in lots of 5000, 2c each. NO SHIPPING.

Stock sold for cash pickup only.

Nursery open from 9 A. M. to 5 P. M.

DUNLAP'S NURSERY

Oakwood Manor Crownhill, Conn.
Phone Diamond 6-4972, 7 to 8 A. M. or after 7 P. M.

MIAMI NURSERY PRICE LIST

2-YR. POTTED STOCK

The finest: Taxus, Arborvitae. Junipers and broad-leaved liners and rooted cuttings. 2-yr., pot-grown stock, 7 to 9 ins., sheared, 2c to 26c each, per 1000 rate.

1-yr.-old, heavy rooted cuttings, 8c to 10c, per 1000 rate.

NOTE: Write for price list with full line of rooted stock and rooted cuttings. "GET ACQUAINTED" OFFER on 250 2-yr. pot plants with 250 rooted cuttings. Special prices on large quantities. Samples free on request.

Call collect TIPP CITY, NO. 7-6398.

MIAMI NURSERY CO., TIPP CITY, O.

PINE, SPRUCE SEEDLINGS

AND LINERS

100 1000
Scotch Pine, 3-yr., 9 to 14 ins., \$ 6.00 \$30.00
(French and Spanish strains).

Colo. Blue Spruce, 4-yr., 6 to 12 ins., 10.00 50.00

Juniperus glauca hetzii, 2-yr., 6 to 12 ins., 30.00

Spreading Jap. Yew, 4-yr., 6 to 12 ins., 40.00

Write for complete list.

PAINT CREEK NURSERIES

R. D. 1 Shippenville, Pa.

LINING-OUT EVERGREENS

SEE OUR DISPLAY AD
IN THIS ISSUE
ON PAGES 26-27.

CARTWRIGHT NURSERY CO.

Collerville, Tenn.

ROOTED CUTTINGS

Rooted in open beds in summer of 1960.

Hex rotundifolia	5c
Hex hetzii	5c
Hex microphylla	5c
Hex burfordii	5c
Hex bullata	5c
Ligustrum lucidum	4c

Write for complete list of liners and finished Evergreens.

STRAIN & SONS NURSERY

Highway 31 South Athens, Ala.

KOSTER BLUE SPRUCE

1-yr. grafts, \$1.50.
Fall delivery.

Cash with order.

FOUR STAR NURSERY

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SPECIAL FALL PRICES, 250,000 LINERS

Taxus cuspidata, 1, 2, 3 and 4 yrs.

Taxus hicksii, 1, 2, 3 and 4 yrs.

Taxus brownii, 2 and 3 yrs.

Write for price list.

Special prices on lots of 5000.

DRAKE'S NURSERIES

G-4342 Branch Rd. Flint 6, Mich.

SEEDLINGS AND TRANSPLANTS

See our display ad on page 50 of this issue.

W. S. YOE NURSERIES

Lake St. Madison, O.

FRENCH SCOTCH PINE SEEDLINGS

2-year seedlings, 4 to 8 ins.

\$12.00 per 1000. Nice, strong stock.

DONALD GENAWAY

St. Regis Falls, N. Y.

Mahonia pinnata, very beautiful plants, much better than Mahonia aquifolium.

Please see complete list on pages 60 and 61.

Templeton, Phytotektor, Winchester, Tenn.

Nandinas, nice well-rooted, 18 to 24 ins., \$7.50 per 10, \$65.00 per 100. Shipped bare-root in moss.

Boston Mountain Nursery, Mountainburg, Ark.

EVERGREENS, B&B

SURPLUS SPECIMEN STOCK, B&B

Barberry, Julianae, 2 1/2 to 3 ft., \$3.25

Barberry, Julianae, 3 to 3 1/2 ft., \$3.50

Arborvitae, pyramidal, 5 to 6 ft., \$4.00

Arborvitae, pyramidal, 6 to 7 ft., \$5.00

Juniper, Irish French, 5 to 6 ft., \$2.25

Juniper, Spiny Greek, 3 to 4 ft., \$2.50

Juniper, Pfitzer, 4 to 5 ft., \$4.50

Euonymus patens, 3 to 3 1/2 ft., \$4.00

Euonymus sieboldii, 3 to 3 1/2 ft., \$4.00

Boxwood, suffruticosa, 15 to 18 ins., \$3.50

Boxwood, suffruticosa, 18 to 24 ins., \$4.50

Boxwood, suffruticosa, 24 to 30 ins., \$5.00

Lawrence Sanders Nursery, 721 Kentucky Ave., Paducah, Ky.

NANDINA DOMESTICA

STIMULATE YOUR CHRISTMAS TRADE.

RED FOLIAGE AND RED BERRIES

in winter make this "Heavenly Bamboo of China" a most attractive evergreen shrub.

Gives the sub-tropical effect so much desired in modern type planting. Hardy up to Maryland.

A tub plant farther north.

2 to 2 1/2 ft. berried plants, B&B, \$2.00

2 1/2 to 3 ft. berried plants, B&B, \$3.00

3 to 3 1/2 ft. berried plants, B&B, \$3.75

Shipment by our truck or yours. No crating.

THE TANKARD NURSERIES, Exmore, Va.

SURPLUS STOCK

EXCELLENT STOCK, B&B

10,000 Pfitzer and Hetz glauca Junipers, 18

to 24 ins., \$1.75; 24 to 30 ins., \$2.25.

5,000 Irish Juniper, 2 to 3 ft., \$1.50; 3 to 4

ft., \$2.00.

5,000 Nandinas, 15 to 18 ins., \$1.00; 18 to 24

ins., \$1.25.

Write for our new price list.

ROLLER'S NURSERY, ROGERS, ARK.

POTTED LIVE TREES

Norway Spruce, full, shapely, green foliage, nursery dug.

Potted with full clump of dirt in wooden containers; 2 to 3 ft., \$2.35; 3 to 4

ft., \$2.75; 4 to 5 ft., \$3.85; 5 to 6 ft., \$5.00

Jap. beetle area only.

W. V. GRIFFIN

8 Elizabeth Ave., East Brunswick, N. J.

Near Herberts Corners, Phone CL 7-2484

ILEX ROTUNDIFOLIA

12 to 15 ins., \$1.40

15 to 18 ins., \$1.65

HETZ JUNIPER

15 to 18 ins., \$1.50

18 to 24 ins., \$1.75

24 to 30 ins., \$2.00

Well-sheared, full.

FIKE NURSERIES, HOPKINSVILLE, KY.

PITZER JUNIPER

Attention, Chicago area landscapers!

Quality Pitzers, 2 ft. to 4 ft. Priced reasonably. Also Yew, Douglas Fir, etc.

THE EVERGREEN NURSERIES

(J. Van Wyngarden)

R. R. 2 Phone Lowell 3514 Hebron, Ind.

EVERGREENS, Miscellaneous

EVERGREENS

Coniferous and broad-leaved. See our display ad October 15 American Nurseryman.

Complete wholesale price list on request.

WAYNESBORO NURSERIES

Waynesboro, Va.

FOLIAGE PLANTS

BIG-LEAVED PHILODENDRON

TOTEM POLES

Peritum, 6-in. plastic pot on 24-in. cy-

press slab, 2 plants per pot, \$1.60 each pot.

Hastatum, 6-in. plastic pot on 24-in. cy-

press slab, 2 plants per pot, \$1.60 each pot.

The above 6-in. pots packed 9 per carton.

No packing charge.

BAYWOOD NURSERIES CO., INC.

P. O. Box 24 Plymouth, Fla.

FRUIT AND NUT TREES

PAPER SHELL PECANS

Arp-grown, heavy, clean, grafted trees,

bare or packaged. Posters, Labels, Thomas

Black Walnut, Japanese Persimmon. Beautiful.

Permanent shade. Productive, too! Deli-

veries with Roses. FRESH.

DRAKE'S NURSERIES

G-4342 Branch Rd. Flint 6, Mich.

Box 3338-S Tyler, Tex.

Montmorency Cherry trees, budded from

virus-free stock. 2-yr.-old, 9/16-in. and up.

Very reasonable prices. Write for quotations.

Mor's Nursery, R. R. 2, Niagara-on-the-

Lake, Ont.

FRUIT TREES

50 trees at 100 rate.

EACH, PER 100

PEACHES, 1 and 2-yr., branched	
2 to 3 ft., 5/16-in. cal.	\$0.35
3 to 4 ft., 7/16-in. cal.	.40
4 to 5 ft., 9/16-in. cal.	.50
5 to 6 ft., 11/16-in. cal.	.60

Most all leading commercial varieties including MARCUS.

PEARS, 1 and 2-yr., branched

4 to 5 ft., 9/16-in. cal.	.60
5 to 6 ft., 11/16-in. cal.	.70
6 to 7 ft., 1-in. up.	.80

Good selection available.

APPLES, 2-yr.

3 to 4 ft., 7/16-in. cal.	.50
4 to 5 ft., 9/16-in. cal.	.60
5 to 6 ft., 11/16-in. cal.	.70

.70

Packing free when cash accompanies order.

GILMORE PLANT & BULB CO.

Julian, N. C.

PAPER SHELL PECAN TREES

The finest quality Paper Shell Pecan trees.

Grown under irrigation, individually staked and trained and with fibrous, machine-dug root

systems that make them EASY TO SELL, EASY TO PLANT AND EASY TO GROW!

Varieties still available: Stuart, Success, Mahan, Garner and Burkett. Send your order

TODAY.

PRICES, BARE-ROOT TREES

10	100	500
2	3 ft.	1.25
3 to 4 ft.	1.45	1.35
4 to 5 ft.	1.60	1.75
5 to 6 ft.	2.00	2.50
6 to 8 ft.	2.50	3.60
8 to 10 ft.	4.95	4.75

WOLFE NURSERY

Stephenville, Tex.

EAST MAILING ROOT STOCK

APPLE STOCK

EM type I	
EM type II	
EM type IV	
EM type VII	
EM type IX	
Alnarp No. 2	
PEAR STOCK	
EM Quince A	

200 dwarf root stock for 5-in.-1s.

with a grafting size at 1 ft. and up.

Perfectly trained and graded.

2-yr. transplanted and 1-yr. layers.

Prices on request.

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APPLE AND PEAR UNDERSTOCK

For Apple and Pear understock for bud-

ing and grafting, see our display ad page

69. Shipped to suit. Liberal grading. Pack-

aged for long distance shipping.

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FRUIT TREES

Apple, standard and dwarf; also Peach and

Plum. See our display ad November 15 Ameri-

can Nurseryman. Wholesale price list on

request.

WAYNESBORO NURSERIES

Waynesboro, Va.

PIXWELL GOOSEBERRY

2-yr., No. 1, 25c each.

BERGESON NURSERY, FERTILE, MINN.

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HARDWOOD CUTTINGS

Unrooted, from our own blocks and plantings. Hand-trimmed, 6 to 10 ins., ready for bed planting. Guaranteed true to name.

Per 1000

Andorra Juniper	\$15.00
Burk Juniper	15.00
Hetz Blau Juniper	15.00
Hillspire Juniper	15.00
Meyer Juniper	20.00
Maney Juniper	20.00
Pfitzer Juniper	15.00
Jap. Trailing Juniper (japonica)	20.00
Savin Juniper	15.00
Spiny Greek Juniper	15.00
Swedish Juniper	15.00
Douglas golden Arborvitae (occid.)	15.00
Globe Arborvitae (occid.)	15.00
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Taxus capitata, upright Yew, TIPS	15.00
Taxus cuspidata, spreading Yew	15.00

Delivery at any time by Railway Express or Greyhound bus. Please specify, otherwise shipment will be made by express. 500 at 1000 rate.

Packed free. Cash with order, please.
BOB NEPRASH NURSERIES
P. O. Box 1706 Cedar Rapids, Ia.

CUTTING WOOD

Taxus media Sebian	
Taxus media Hicksii	
Taxus cuspidata	
Arborvitae, Woodward globe	
Arborvitae, pyramidal	
Arborvitae, dark green American	2¢ each.

DUGAN NURSERIES, INC.	Perry, O.
-----------------------	-----------

HARDWOOD YEW CUTTINGS

Unrooted	Hand-trimmed from wood stock.
Taxus cuspidata, spnd.	Taxus baccata
Taxus hicksii	Taxus intermedia
Taxus hatfieldii	Pfitzer Blue Jun. cut.
\$2.00 per 1000. F.O.B. Cash in advance.	
Shipped now to January 15. No packing charge.	

JOSEPH HOLLEY FLORIST & NURSERY

Paris, Ill.

HARDY PLANTS

SPECIAL LIST

CHOICE HARD-TO-GET PERENNIALS
ALL LANDSCAPING SIZE

Aethionema Warley Rose	
Anchusa myosotidiflora	
Artemisia Silver Mound	
Aster Frikartii	
Campanula Wedgwood	
Clematis mandshurica	
Dicentra spectabilis, 2 to 3, 3 to 5, 5 to 8-eye	
Dictamnus frax. albus, 3-yr.	
Callunas, in variety	
Helleborus niger	
Heuchera Pluie de Feu	
Heuchera Rosamundi	
Heuchera sanguinea	
Iberis, in variety	
Liatris, in variety	
Lythrum, in variety	
Polygala Reymontii	
Potentilla aurea Verna	
Pulmonaria angustifolia azurea	
Sedums, in variety	
Stokesia Blue Danube	
Teucrium canadense	
Teucrium chamaedrys	
Verbascums, in variety	
Veronica, in variety	

Quotations available on above in quantity requirements. Send for our catalog listing full line of perennials.

SPRINGBROOK GARDENS, INC.

Hesley Rd., Mentor, O.

FERNS

Hardy Ferns (*Dryopteris arguta*), from the foothills of the Cascades. Will grow in any moist, shady location. Dug fresh from November 15 till April 15, 3 to 5-eye divisions, \$22.50 per 100, \$200.00 per 1000. Cash with order, packing free. A good mail order item.

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Maple Valley, Wash.

HARDY PLANTS

First quality, 1-yr. plants, all sand-grown, properly spaced in rows for size. *Delphinium* and *Phlox* our specialty. Write for complete perennial list today. Order now for fall and spring 1961 shipments.

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Our new fall and spring catalog is ready and is yours FREE. Write for it today. 75 illustrations in full color, showing the many exciting perennials your customers will be asking for.

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Liriope (*Ophiopogon*), hardy, evergreen, for walks and borders, \$20.00 per 1000.

Mountville Nurseries, Mountville, Ga.

SPECIALISTS IN HARDY PERENNIALS

Ask for wholesalers offer.

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BETTER PERENNIAL PLANTS

with that wonderful root system.

FINEST FIELD GROWN

Over 500 varieties.

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PERENNIALS

Write for trade list.

PITZONKA'S PANSY FARM & NURSERY

Bristol, Pa.

BLEEDING HEARTS

4 to 6 eyes, 100 per case, \$34.00

4 to 6 eyes, 50 per case, \$18.00

2 to 4 eyes, 100 per case, \$19.00

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AMERICA'S BEST SOURCE

for Hardy Plants is

THE WAYSIDE GARDENS

Mentor, Ohio

Write for Trade List.

MOUNTAIN-GROWN HARDY PERENNIALS

Wholesale offer on request.

AVALON MOUNTAIN GARDENS, Dana, N. C.

Primroses, hardy, evergreen; mixed colors

only, \$12.50 per 100, \$100.00 per 1000.

Mountville Nurseries, Mountville, Ga.

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HELLEBORUS NIGER

(Christmas Rose)

*Suitable for mail order trade and to pot up for roadside stand sales.

1-yr. sldgs. \$17.50 per 100, \$150.00 per 1000.

*3-yr. T. heavy, blooming size, \$50.00 per 100.

QUALITY IS OUR MOTTO. No charge for packing.

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408 Turner Rd. Newport, R. I.

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Send for wholesale list.

MIDDLEPEN PLANTATION

Orangeburg, S. C.

More customers for you!
Over 9,500 subscribers, all active buyers, see your ad in the American Nurseryman.

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LIVING POTTED CHRISTMAS HOLLY

Stocky 6 to 12-in. plants of North Jersey grown hardy AMERICAN HOLLY and ENGLISH HOLLY, cutting-grown, guaranteed female. Decorated with clusters of bright red berries. Choice of 3-in. red or green aluminum or green plastic pots. Please specify type of Holly and pot and color. Also guaranteed MALE PLANTS (10¢ less per plant if not decorated).

No. per carton*

carton 1-3 4-14 15 up

Aluminum pots 18 \$12.20 \$11.30 \$10.40

Plastic pots 25 16.75 15.50 14.25

*F.o.b. Somerville, N. J. Shipped via rail or truck express. Remit for 20 lbs. If parcel post desired, 50¢ less per carton for pickup or delivery at cost.

ORDER NOW FOR IMMEDIATE SHIPMENT

JOHN VERMEULEN & SON, INC.

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HOLLY

English, Silver variegated.

2½-in. pots, 8 ins. tall, 30c; 10 ins. tall, 35c; 12 ins. tall, 40c; 4-in. pots, single stem, 60c; 4-in. well-branched, 75c; 4-in. pots, Osmanthus ilicifolius variegatus, well-branched, 60c.

Ready now. Cash with order, please.

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20,000 AMERICAN HOLLY

Good berry-bearing types. Each

SELECT GRADE, 30 to 36 ins., B&B \$4.00

36 to 42 ins., B&B 5.00

Row-run and hedging grade, 30 to 50 per cent less.

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Crestwood, Ky.

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Named varieties of northern origin, in sizes

from 2 ft. to 6 ft., priced according to height and fullness. A few larger sizes. Also crenata

roundifolia, Hedera and convexa.

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Thousands of heavy Ilex crenata convexa

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ins., 24 ins. Cheap per 1000. See these pretty

Hollies yourself. Will meet you at the airport,

Columbia, S. C. Dial SY 3-3429 or SY 3-3559.

FRIERSON'S FLOWERS, Denmark, S. C.

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WHOLESALE SUPPLIERS

OF LINING-OUT STOCK

Write for our price list.

HOLLY HAVEN, INC.

New Lisbon, N. J.

American Holly, cutting-grown liners.

Please see complete list on pages 60 and 61.

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HONEYSUCKLES

HONEYSUCKLES

Lonicera japonica Halliana, extra-heavy 1-1, 3 and 4-yr., 18 to 24-in. field plants, 3, 4 to 6 leads, \$40.00 per 1000; lighter grade, \$30.00 per 1000; sample, 100, \$4.00. Experienced labor for grading and packing quantity orders. Immediate shipment. No order too large. Phone 2-4612.

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Hall's Honeysuckle, good plants, well packed, \$25.00 per 1000.

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Hardy blue. Per 100 Per 1000

3-yr., 3 canes or more \$5.00 \$45.00

3-yr., 2 canes 3.50 30.00

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BALTIC IVY

Hardest Ivy. Fine for wall or ground cover. True stock. Well-rooted plants.

Per 100 Per 1000

Rooted cuttings \$7.00 \$65.00

2-in. pots 12.50 115.00

2-in. pots NEW THORNDALE IVY

\$15.00 \$140.00

Euonymus coloratus, 2-in. pots 12.00 110.00

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Russell Breeze, M. R. 9 Delaware, O.

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Very hardy.

Good ground or wall cover.

Rooted cuttings,

\$7.00 per 100, \$65.00 per 1000.

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ENGLISH IVY (HEDEA HELIX)

Rooted cuttings,

\$20.00 per 1000.

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LILIES

Lilium formosanum, Wilson strain, pure white-flowered selections.

Bulb size (circumference) Per 25 Per 100

3 to 4 ins. \$4.25 \$15.00

4 to 5 ins. 5.25 18.00

5 to 7 ins. 8.25 29.00

7 to 9 ins. 10.25 36.00

Seeds, oz. \$2.50; 4 ozs. \$8.00; 8 ozs. \$14.00;

1 lb. \$24.00, postpaid. Growing instructions.

Lilyacres, R. 1, Box 19, Fairhope, Ala.

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LINING-OUT STOCK

Bedded 1-yr. in the open. 100 1000

Ilex convexa \$20.00 \$180.00

Ilex rotundifolia 20.00 180.00

Ilex hexagona 20.00 180.00

Juniperus pfitzeriana 20.00 180.00

Juniperus horizontalis 20.00 180.00

Taxus baccata 20.00 175.00

Taxus baccata, cutting-grown. 25.00 225.00

Taxus canadensis stricta 16.00 150.00

Taxus cuspidata 17.50 150.00

Taxus hicksii 17.50 150.00

Taxus intermedia 17.50 150.00

Taxus henryi 20.00 175.00

Taxus densiflora 20.00 175.00

Taxus verticillata 17.50 150.00

Taxus cuspidata 17.50 150.00

Taxus baccata 20.00 150.00

Taxus baccata, cutting-grown. 25.00 225.00

Taxus canadensis 16.00 150.00

Taxus baccata 20.00 150.00

Taxus baccata 20.00

LINING-OUT STOCK

Abelia Edward Goucher, 10 to 12 ins.	\$0.15
8 to 10 ins.	.12 1/2
Abelia grandiflora, 10 to 12 ins.	.15
8 to 10 ins.	.12 1/2
Abelia sherwoodii, 8 to 10 ins.	.15
Acet palmatum, 18 to 24 ins.	.25
10 to 12 ins.	.15
2 to 3 ft.	.50
Arborvitae (Berkman's Golden), 6 to 8 ins.	.15
Banksia Rose, white; 8 to 10 ins.	.20
Buxus harlandi, 6 to 8 ins.	.15
Buxus sempervirens, 6 to 8 ins.	.15
Buxus suffruticosa, 4 to 6 ins.	.15
Cephalotaxus harringtoni fortunii (Blue Few), 8 to 10 ins.	.15
Cercis canadensis (Redbud), 18 to 24 ins.	.10
2 to 3 ft.	.15
Cherry Laurel, 10 to 12 ins.	.10
Cleyera japonica, 8 to 10 ins.	.15
Cotoneaster divaricata, 10 to 12 ins.	.20
8 to 10 ins.	.15
Cotoneaster franchetii, 8 to 10 ins.	.15
Cotoneaster horizontalis, 8 to 10 ins.	.20
6 to 8 ins.	.15
Cotoneaster microphylla, 6 to 8 ins.	.15
Cotoneaster parneyi, 8 to 10 ins.	.15
Cunninghamia glauca (Blue China Fir), 8 to 10 ins.	.20
6 to 8 ins.	.15
Cunninghamia, green; 8 to 10 ins.	.15
Elaeagnus fruticulata, 8 to 10 ins.	.15
Eriobotrya japonica (Loquat), 1-yr., 2 to 6 ft.	.10
Fatschedera, 6 to 8 ins.	.15
Forsythias, 12 to 15 ins.	.12 1/2
15 to 18 ins.	.15
Ginkgo biloba, 6 to 8 ins.	.10
Hypericum, 12 to 15 ins.	.15
Ilex cassine attenuata, 10 to 12 ins.	.20
8 to 10 ins.	.15
Ilex crenata, 10 to 12 ins.	.20
8 to 10 ins.	.15
Ilex cornuta femina, 8 to 10 ins.	.15
Ilex cornuta burfordii, 10 to 12 ins.	.20
6 to 8 ins.	.12 1/2
8 to 10 ins.	.15
Ilex crenata bullata, 8 to 10 ins.	.15
Ilex crenata hetzii, 6 to 8 ins.	.15
Ilex crenata rotundifolia, 8 to 10 ins.	.15
Ilex opaca Crooneburg, 8 to 10 ins.	.20
Ilex opaca East Palatka, 8 to 10 ins.	.15
Ilex opaca fosteri, 10 to 12 ins.	.20
8 to 10 ins.	.15
Ilex opaca Hum. No. 2, 8 to 10 ins.	.15
Ilex vomitoria femina, 10 to 12 ins.	.15
Ilicium anisatum (Anise), 8 to 10 ins.	.15
Jasminum floridum, 12 to 15 ins.	.15
10 to 12 ins.	.15
Jasminum gracillimum, 12 to 15 ins.	.15
Jasminum nudiflorum, 12 to 15 ins.	.15
10 to 12 ins.	.15
Juniperus pfitzeriana, 8 to 10 ins.	.15
Juniperus pfitzeriana compacta (Blue vase-shaped), 8 to 10 ins.	.15
Juniperus pfitzeriana glauca hetzii (Blue vase-shaped), 8 to 10 ins.	.15
Loropetalum chinense, 10 to 12 ins.	.20
8 to 10 ins.	.15
Lonicera nitida, 8 to 10 ins.	.15
Lonicera yunnanensis, 8 to 10 ins.	.15
Ligustrum nepalense, 12 to 15 ins.	.15
Ligustrum lucidum, 12 to 15 ins.	.15
Magnolia grandiflora (1-yr. seedling), 4 to 6 ins.	.10
Mahonia bealei (1-yr. seedling), 8 to 10 ins.	.15
Nandina domestica, 4 to 6 ins.	.10
Osmanthus fragrans, 10 to 12 ins.	.20
8 to 10 ins.	.15
Osmanthus fortunei, 10 to 12 ins.	.20
8 to 10 ins.	.15
Osmanthus americanus, 6 to 8 ins.	.15
Osmanthus aquifolium, 8 to 10 ins.	.15
Palm Cocos australis, 2-yr., 6 to 8 ins.	.12 1/2
6 to 8 ins.	.12 1/2
Photinia glabra, 8 to 10 ins.	.15
Photinia serrulata, 10 to 12 ins.	.15
Pinus pungens, 8 to 10 ins.	.10
Pinus pinea, 8 to 10 ins.	.10
Pinus strobus, 8 to 10 ins.	.10
Pittosporum tobira, 8 to 10 ins.	.15
Podocarpus chinensis, 8 to 10 ins.	.15
Pyracantha (red berry), cutting-grown, good var., 12 to 15 ins.	.15
Raphiolepis japonica, 8 to 10 ins.	.15
Retinella ericoides, 10 to 12 ins.	.15
8 to 10 ins.	.12 1/2
Salix discolor, 2 to 3 ft.	.15
Salix (Weeping Willow), 3 to 4 ft.	.15
Sasanqua Cleopatra, 12 to 15 ins.	.20
10 to 12 ins.	.17 1/2
Sasanqua rosea, 12 to 15 ins.	.20
10 to 12 ins.	.17 1/2
Sophora japonica, 4 to 5 ft.	.25
3 to 4 ft.	.15
Thrift, white; 3 to 6 ins.	.10
Viburnum macrophyllum, 8 to 10 ins.	.15
Viburnum odoratissimum, 8 to 10 ins.	.15
Viburnum tinus, 8 to 10 ins.	.15

Terms: Cash with order.

SHIPPING NOTICE: Above prices are F.O.B. Stovall, Ga. Lining-out stock is shipped bare-root and well-packed, with no packing charges. INCLUDE EXTRA MONEY ON SMALL ORDERS WHICH CAN GO PARCEL POST. Large orders are shipped express collect.

ALL NURSERY STOCK IS GROWN HERE AND IS GOVERNMENT INSPECTED.
CALVIN HARMAN NURSERY
Stovall, Ga.

LINING-OUT STOCK

All plants bare-root except where noted. Average Evergreens, 6 to 8 ins. or better. Shrubs, etc., 8 to 10 ins. or better. Best roots in the business. We ship all 12 months. Customers in more than 40 states.

EVERGREENS

Andorra Juniper	.05
Armstrong Pfitzer Juniper	.10
Blue Hetz Juniper	.05
Burk Juniper (upright tree), no com.	.12
Pettion can touch you on Burk.	.08
Compact Pfitzer Juniper	.08
Hill's Dark Green Am. Arborvitae	.12
Hillbush Juniper (virginiana)	.14
Pfitzer Juniper	.07
Procumbens Juniper	.10
Rosefield's Montana Green Juniper (scopulorum), No trimming	.30
Rosefield's Moonglow Juniper (scopulorum. A denser Blue Heaven)	.30
Savin Juniper	.06
Thomas Blue Creeper	.10
Taxus cuspidata	.10
Von Ehron Juniper	.06
Armstrong Juniper (plant bands)	.16
Compact Pfitzer Juniper (dwarf Pfitzer, bands)	.16

DECIDUOUS

Forsythia Arnold's Brilliant	.06
Forsythia Arnold's Dwarf	.06
Forsythia Arnold's Giant	.06
Forsythia Beatrix Farrand	.05
Forsythia Lynwood Gold	.04
Forsythia nana compacta	.04
Forsythia S. & G. Glory	.04
Blue Spruce (Caryopteris)	.06
Hydrangea P.G.	.10
Hypericum Hidcote	.05
Hypericum kalmianum, dwarf, hardy, pretty. Should sell	.05
Honeysuckle, Zabel, Bush	.05
Honeysuckle, heckrottii, Vine, evbl.	.06
Honeysuckle, Clavely's Dwarf, Bush	.06
Privet, Golden Vicary, All yellow	.07
Privet, Loddense	.04
Privet, Regels	.04
Spiraea macrothysa, evbl. pink plumes	.06
Spiraea Anthony Waterer	.12
Viburnum op. sterile (Snowball)	.10
Viburnum tomentosum	.10
Welgeia vanickei	.06

BROADLEAFS

Euonymus carrierei	.04
Euonymus coloratus	.04
Euonymus patens Flagpole (small leaf)	.04
patens, large leaf	.04
Euonymus patens Newport (medium leaf)	.04
patens, green (small leaf)	.04
radicans erectus (small leaf)	.04
Euonymus Rosehill (medium leaf)	.04
radicans, upright (Sarcocie)	.07
Honeysuckle, Purple Leaf (Texas), Vine, Fine for cans and planters	.04
Honeysuckle, Gold Net, Vine, Variegated	.05
Pyracantha Kasan, a heavy berried	.05
Pyracantha lanalii	.05
Pyracantha pauciflora, cans and planters	.05

PERENNIALS

Teucrium chamaedrys	.04
Less than 300 total order, 2c more per plant. Less than 50 of any item, 4c more per plant.	

McININCH GREENHOUSES
St. Joseph, Mo.

ROOTED CUTTINGS	
Berkman's Arborv.	Chamaecyparis alumi
Spiny Green Juniper	Blue Lawson
Retinella ericoides	Retinella ericoides
Baker's Arborvitae	Podocarpus
Globe Arborvitae	Green Pittosporum
Hetz Juniper	Ilex East Palatka
Ilex burfordii	Photinia serrulata
Ilex bullata	Photinia glabra
Hetz Juniper	
3 to 5 ins., rooted cuttings	\$1.00 \$6.00 \$50.00
Pfitzer Juniper	Photinia glabra
Var. Pittosporum	
4 to 6 ins.	\$1.50 \$8.00 \$75.00
Dwarf Euonymus	Viburnum suspensum
Viburnum odorat.	Buxus japonica
Buxus harlandi	Ilex rotundifolia
Gardenia radicans	Gardenia fortunei
4 to 6 ins.	\$1.00 \$6.00 \$50.00
3 to 5 ins., rooted cuttings	.75 5.00 40.00
Salix discolor	
Salix (Weeping Willow), 3 to 4 ft.	
Sasanqua Cleopatra, 12 to 15 ins.	
10 to 12 ins.	
Sasanqua rosea, 12 to 15 ins.	
10 to 12 ins.	
Sophora japonica, 4 to 5 ft.	
3 to 4 ft.	
Thrift, white; 3 to 6 ins.	
Viburnum macrophyllum, 8 to 10 ins.	
Viburnum odoratissimum, 8 to 10 ins.	
Viburnum tinus, 8 to 10 ins.	
6 to 8 ins.	\$2.00 \$12.50 \$100.00
8 to 12 ins.	2.50 15.00 125.00

FLOWERWOOD NURSERY
P. O. Box 206

Cairo, Ga.

SALE, 20 PER CENT OFF

RHODODENDRONS AND AZALEAS
SEEDLINGS AND TRANSPLANTS

Hardy species and hybrids. Send for list.

JOHN VERMEULEN & SON

P. O. Box 336A Neshanic Station, N. J.

Berckman's golden Arborvitae, cuttings rooted in soil since spring 1960.

Please see complete list on pages 60 and 61.

Templeton, Phytotektor, Winchester, Tenn.

LINING-OUT STOCK

Acer platanoides, 2-yr., T, FR,	Per 100 Per 1000
12 to 18 ins.	\$15.00 \$120.00
Azalea mollis, seedlings, mixed,	
4 to 6 ins., T, beds.	25.00 200.00
Euonymus vegetus, 2-yr., T,	
FR, 6 to 9 ins.	35.00 300.00
Fagus sylvatica, grafting	
size, 2-yr., T, FR, 6 to 9 ins.	12.00 100.00
Fagus sylvatica, 4-yr., TT,	
FR, 12 to 18 ins.	40.00 350.00
Fagus sylvatica, 4-yr., TT,	
FR, 2 to 3 ft.	50.00 450.00
Ginkgo biloba, 1-yr., seedlings,	
4 to 6 ins.	7.50 70.00
Ginkgo biloba, 2-yr., T, FR,	
6 to 10 ins.	18.00 170.00
Ilex aquifolium (Eng. Holly),	
2-yr., T, beds, 2 to 24 ins.	
staked.	75.00 650.00
Pieris japonica, 1-yr., T, beds.	
15.00 100.00	
Pieris japonica, 2-yr., T, beds.	
35.00 300.00	
Pieris japonica, PINK,	
3-yr., T, beds.	55.00 500.00
Quercus palustris, 2-yr.,	
T, FR, 12 to 18 ins.	20.00 150.00
Quercus palustris, 3-yr.,	
TT, FR, 3 to 4 ft.	50.00 450.00
Taxus cusp., upright, 2-yr.,	
seedlings (over 5000, \$70.00 per 1000)	
per 1000)	10.00 90.00
Taxus cusp., upright, 3-yr.,	
seedlings	15.00 120.00
Taxus cusp., upright, 3-yr.,	
T, beds	20.00 150.00
Taxus cusp., upright, 4-yr.,	
TT, FR, 9 to 12 ins., heavy	40.00 350.00
Taxus densiformis, 2-yr., T,	
beds	30.00 250.00
Taxus densiformis, 3-yr., T,	
beds	45.00 400.00
Taxus densiformis, 4-yr., TT,	
FR, 6 to 9 ins., heavy	60.00 550.00
Taxus densiformis, 5-yr., TT,	
FR, 9 to 12 ins., heavy	75.00 700.00
Taxus hatfieldii, 2-yr., T, beds.	
Taxus hatfieldii, 3-yr., T, beds.	
45.00 400.00	
Taxus hatfieldii, 4-yr., TT,	
FR, 6 to 9 ins., heavy	60.00 550.00
Taxus hatfieldii, 5-yr., TT,	
FR, 9 to 12 ins., heavy	75.00 700.00
Tilia cordata, 1-yr.,	
seedlings, 6 to 12 ins.	10.00 90.00
Tilia cordata, 3-yr., T,	
FR, 3 to 4 ft.	50.00 450.00
Tilia cordata, 3-yr., T,	
FR, 2 to 3 ft.	35.00 300.00
Zelkova serrata, 1-yr.,	
seedlings, 9 to 12 ins.	7.50 60.00
Zelkova serrata, 2-yr.,	
seedlings, 9 to 15 ins.	10.00 80.00
Zelkova serrata, 2-yr., T,	
FR, 15 to 18 ins.	18.00 150.00

(Zelkova, substitute for American Elm, not subject to Dutch elm disease.)

T — once transplanted; TT — twice transplanted; FR — field row.

BOULEVARD NURSERIES, INC.

Newport, R. I.

Phone VI 6-1263

LINING-OUT STOCK

EACH, 100 1000	
Acer palmatum atropurpureum	
grafts	\$1.75
OSSI BENI, strong 2-yr.	
grafts	1.50
Cedrus atlantica glauca	
1-yr. grafts	1.00
Cornus elegansissima, 2-yr.,	.25
florida rubra, 2-yr. grafts . . . . .	.50 \$0.75
Cotoneaster praecox, 2-yr.,	
T, 6 to 12 ins.	.50 .45
Euonymus alatus compactus,	
2-yr., T, 9 to 12 ins., branched, . . . . .	.30 .25
suitable for mail order . . . . .	.45 .40
Euonymus vegetus, strong	
2-yr., T . . . . .	.30 .25
Fagus sylvatica asplenifolia,	
2-yr. grafts	2.00
bicolor, 2-yr. grafts	2.00
pendula, 2-yr. grafts	1.75
riversii, 2-yr. grafts	1.75
Laburnum vossii, 1-yr. seedlings . . . . .	.15 .12 1/2
Magnolia soulangiana,	
1-yr., T, cuttings . . . . .	.50 .45
2-yr., T, cuttings . . . . .	.75
Picea pungens glauca, 4-yr., T, . . . . .	.25 .20
Rhododendron wilsonii, 2-yr., T,	1.25 1.00
Rhus cotinus ROYAL PURPLE, 1-yr. grafts, bedded . . . . .	.75 .60
Thuja nigra, 2-yr., T, . . . . .	.40 .35
orientalis aurea nana, strong	
2-yr., T, cuttings . . . . .	.50 .45
Viburnum setigerum (or thel-	
erum), 2-yr. seedlings, . . . . .	.18 .15
18 to 24 ins.	
wrightii, 2-yr. seedlings, . . . . .	.15 .12
Weigela vanickei, 1-yr., SW, cuttings . . . . .	.25 .20
QUALITY is our motto. No charge for packing.	

C. HOOGENDOORN

408 Turner Rd. Newport, R. I.

Taxus, Ilex, broad-leaved Evergreens, etc. in variety. Write for our latest list of liners and finished stock.

Del-Mar-Va Nurseries, Box 3, Lincoln, Del.

LINING-OUT STOCK—Continued

EVERGREENS Each, 25

Arborvitae, globe,	\$0.30
2-yr., X	
Arborvitae, orientalis pyramidalis,	30
2-yr., X	
Fir, Douglas,	
5-yr., 9 to 12 ins.	30
Juniper, Pfitzer,	
2-yr., X	30
Spruce, Colorado Blue,	
6-yr., 12 to 18 ins., X	30
Spruce, Norway,	
5-yr., 9 to 12 ins., X	30
6-yr., 12 to 24 ins., X	40
Taxus browni,	
3-yr., X	45
Taxus capitata,	
7-yr., 12 to 24 ins., fid., XX	1.50
Taxus cuspidata expansa,	
3-yr., X	40
4-yr., X	50
7-yr., fid., XX	1.25
Taxus hicksii,	
3-yr., X	45
Taxus hunnewelliana,	
3-yr., X	45
BROAD-LEAVED EVERGREEN LINERS	
Euonymus, Flagpole,	
3-yr., XX	\$0.40
Euonymus radicans erectus,	
3-yr., XX	40
SHRUB LINERS	
Cornus, Kelsey dwarf,	
2-yr., X	\$0.25
Cotoneaster apiculata,	
2-yr., X	40
Euonymus, Europ. Aldenhamensis,	
2-yr., X	25
Mock Orange, virginiana,	
1-yr., heavy	0.9
2-yr., fid., X	20
Spiraea froebellii,	
1-yr., heavy	0.9
2-yr., fid., X	20

THE HOME NURSERY
C. S. Ingels & Sons
On Route 17 In Stark County
La Fayette, Ill.
Phone 12R2

POT-GROWN GRAFTS
All our understocks are started up during the spring, grown in frames, in pots all summer and grafted the following winter, ensuring the best root system to be grown and assures minimum losses.

*Acer palmatum atropurpureum	\$7.50
*Carpinus betulus fastigiata	60.00
Cedrus atlantica glauca	75.00
Cedrus atlantica aurea	100.00
*Cornus florida rubra	50.00
*Cornus florida rubra Prosser	65.00
*Cornus florida pendula	60.00
*Cornus florida flore-plena	65.00
*Cornus florida Welchii var.	60.00
*Cornus kousa chinensis	60.00
*Cornus kousa speciosa	50.00
*Hamamelis mollis	100.00
*Hamamelis brevipedata	75.00
Fagus sylvatica Tricolor	60.00
Fagus sylvatica riversii	60.00
Fagus sylvatica pendula	60.00
Fagus sylvatica heterophylla	60.00
Fagus sylvatica fastigiata	60.00
Magnolia stellata	75.00
Magnolia stellata rubra	75.00
Magnolia stellata Water Lily	75.00
Magnolia yulan	75.00
Magnolia cordata (yellow)	75.00
Picea pung. glauca moerheimii	100.00
Pinus cembra	60.00
Pine, Tanyo	60.00
*Viburnum carlesii	50.00
Viburnum luddii	50.00
Viburnum burkwoodii	50.00
Viburnum chenaultii	50.00

Varieties marked with a star can be supplied in 1-yr. field-grown bedded plants, at \$15.00 per 100 extra above the pot-grown grafts.

VERKADE'S NURSERIES, WAYNE, N. J.

LINING-OUT STOCK

SEE OUR DISPLAY AD
IN THIS ISSUE
ON PAGE 16.

CARTWRIGHT NURSERIES
Collierville, Tenn.

SALE, 20 PER CENT OFF
NOW MORE THAN EVER
THINK BEFORE YOU PLANT

Don't skimp on the liner which is the lowest cost of your investment. Buy only top quality in the better varieties. Your letter, phone call or visit will be welcome. Price list of "Finer Liners" cheerfully on request.

JOHN VERMEULEN & SON, INC.
P. O. Box 336A Neshanic Station, N. J.

LINERS OF THE BETTER KINDS

Novelties and rare items.

Write for price list.

GULF STREAM NURSERY, INC.
Wachapreague, Va.

LINING-OUT STOCK

Bedded 2-yr. in open field.
Samples sent on request, free of charge,
as we are proud of our stock.

TAXUS

andersoni, 8 to 10 ins.	\$240.00
browni, 8 to 10 ins.	240.00
cuspidata, 8 to 10 ins.	200.00
hicksii, 8 to 10 ins.	225.00
hunnewelliana, 8 to 10 ins.	225.00

JUNIPERS

Andorra, 6 to 8 ins.	200.00
Glauca, 8 to 12 ins.	200.00
Savin, 8 to 10 ins.	225.00
Von Ehran, 8 to 10 ins.	225.00

THUJAS

Am. dark green, 8 to 12 ins.	225.00
Pyramidal, 8 to 12 ins.	225.00
Woodward globe, 6 to 10 ins.	200.00

3-YR. BEDDED, 2X, trimmed

Taxus cuspidata, 10 to 12 ins.	350.00
Taxus andersoni, 10 to 12 ins.	400.00

Total orders less than 300, add 5¢ each plant.

LINCOLN NURSERIES

R. D. 2 Grand Rapids 4, Mich.

HEAVY 3-YR. TRANSPLANTS

SHEARED

Taxus browni, 10 to 12 ins.	
Taxus cuspidata, 10 to 12 ins.	
Taxus densiformis, 10 to 12 ins.	

Taxus Hallorana, 10 to 12 ins.	
Taxus henryi, 10 to 12 ins.	
Taxus hicksii, 10 to 12 ins.	

Taxus Moon's columnaris, 10 to 12 ins.	
Taxus Sebian Intermedia, 10 to 12 ins.	
Taxus hunnewelliana, 10 to 12 ins.	

Taxus thayerae, 10 to 12 ins.	
Taxus wardii, 10 to 12 ins.	
Taxus capitata, 3-yr. seedlings, 6 to 9 ins.	

Taxus occidentalis, 3-yr. transp., 8 to 10 ins.	
heavy	

Picea excelsa, selected understocks, transp.

Samples upon receipt of postage.

VERKADE'S NURSERIES

New London, Conn.

HEAVY BEDDED LINERS

Azalea mollis	Each
1-yr., TT	\$0.25
2-yr., TT, br.	35
3-yr., 12 to 15 ins., potting grade	75

Leucothoe catesbeiana	
7 to 12 ins.	45

Pieris floribunda	
6 to 9 ins.	45

Pieris japonica	
6 to 9 ins.	45

Rhododendron hybrid seedlings	
12 to 15 ins.	75

Taxus hicksii	
12 to 15 ins., 5-yr., field-grown potters, br.	90

DUGAN NURSERIES, INC.	
Center St. Perry, O.	

100,000 Ilex bur. ordi, rooted cuttings	4c
100,000 Ilex rotundifolia, rooted cuttings	4c

100,000 Pfitzer Juniper, rooted cuttings, 4 to 6 ins.	6c
25,000 Pfitzer Juniper, 2-yr., field,	

10 to 12 ins., 1½-2 in., 5-yr., field	16c
25,000 Abies grandis, 1-yr., field	5c

Will have other plants later on.

These plants are grown in outside beds in deep sand and peat. Heavily rooted. Hardened by direct sun. \$1.00 will bring you a liberal sample of any one variety. Try it once!

E. F. DUBOIS NURSERY

Huntsville, Ala.

Per 100	
100,000 Taxus hicksii, 2-yr., 8 to 12 ins., T.	\$30.00
100,000 Taxus cuspidata, 2-yr., 8 to 12 ins., T.	30.00
Taxus capิตata, 2-yr., 8 to 12 ins., T.	32.00
Taxus baccata, 2-yr., 8 to 12 ins., T.	35.00

Taxus baccata, 2-yr., 8 to 12 ins., T.	30.00
The above varieties in 3-yr., TT.	45.00

The above varieties in 5-yr., TTT.	65.00
12 to 16 ins.	12c

16 to 20 ins.	16c
16 to 20 ins.	18c

Qt. cans.	
12 to 16 ins.	20c

20 to 30 ins.	25c
30 to 36 ins.	30c

B&B stock.	
2 to 3 ft.	\$1.50

3 to 4 ft.	2.00
4 to 5 ft.	3.00

5 to 6 ft.	4.00
6 to 7 ft.	5.25

The above liners were grown in the open and are hardy. The B&B stock will be wrapped in rot-proof burlap and string if so desired. Plants root pruned.

BIG RIVER NURSERY, DUNDEE, MISS.

Phone 672-R4, Tunica, Miss.

LINING-OUT STOCK

Bedded 2-yr. in open field.

Samples sent on request, free of charge,

as we are proud of our stock.

TAXUS

andersoni, 8 to 10 ins.	\$240.00
browni, 8 to 10 ins.	240.00
cuspidata, 8 to 10 ins.	200.00
hicksii, 8 to 10 ins.	225.00

JUNIPERS

Andorra, 6 to 8 ins.	200.00</td

PEONIES

Adolphe Rousseau, Baroness Schroeder, Duchesse de Nemours, Festiva Maxima, Sarah Bernhardt, Lady Alex, Duff, Marie Lemoine, Mons. Jules Elle, Reine Hortense, 3-yr.-old, whole clumps, not divided, 6 eyes and up, \$75.00 per 100, \$700.00 per 1000; divisions, 3 to 5 eyes, \$40.00 per 100, \$350.00 per 1000.

VERKADE'S NURSERIES, WAYNE, N. J.

PHLOX

CREEPING PHLOX (SUBULATA) and TALL HARDY PHLOX. Well-developed, field-grown, best varieties. Also 500 other popular perennials.

Available any time for your best use and profit.

Direct from the field for fall or from cold storage for winter and early spring.

ORDER EARLY.

WELLER NURSERIES CO.

P. O. Box 1111 Holland, Mich.

PHLOX SUBULATA

Our field-grown creeping Phlox have proved to be money-makers for thousands of happy customers throughout the nation. 20 varieties available, at \$14.00 per 100, 250 or more of 1 variety at 12¢ per plant. Write for our new colorful wholesale catalog today.

WALTERS GARDENS

R. R. 2, Zeeland, Mich.

PHLOX UPRIGHT AND SUBULATA

Excellent plants for fall and spring 1961. 32 varieties of upright Phlox and 9 varieties of subulata Phlox. All sand-grown.

Write now for list.

RICHARDS GARDENS

Box AN Plainwell, Mich.

PHLOX SUBULATA

(Creeping Phlox)

Freshly dug plants in liners and transplants. Please write us for list.

TANGLEWOOD FARM

P.O. Box 336 N Phone 1060 Clinton, S. C.

PIERS

ANDROMEDA

(Pieris japonica)

One of the most beautiful broad-leaved Evergreens.

Per 100 Per 1000

1 to 2 ins. \$ 6.00 \$ 50.00

2 to 3 ins. 8.00 75.00

4 to 6 ins. 15.00 140.00

6 to 8 ins. 20.00 190.00

300 at 1000 rate. Shipped prepaid to your nursery.

PLANE VIEW NURSERY

1355 W. Main Rd., Rt. 114 Newport, R. I.

PRIVET

Thousands of Amur River North Privet.

Per 100 Per 1000

1 to 24 ins. \$3.00 \$25.00

2 to 3 ft. 4.00 30.00

3 to 4 ft. 5.00 40.00

Immediate shipment. Satisfaction guaranteed.

Robinson Nursery Co., Greenville, Ga.

RHODODENDRONS

RHODODENDRONS

For immediate shipment. Unnamed hybrids of hardy *ponticum-catawbiense* parentage. Good foliage. For growing on or over-counter sales with firm lightweight ball. Bed-grown, XXX transplanted. 4 to 6 ins. 25¢ each. 6 to 8 ins. 30¢ each. 8 to 12 ins. 35¢ each. 50 plants per crate. Order by crate only.

ALL OFFERS CASH WITH ORDER.

Expert lightweight crating free.

State shipping method desired.

RICHARD P. RESEL NURSERY

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HYBRID RHODODENDRONS

Excellent quality for landscaping and garden centers.

PARMERIUS' ROSES

Bayport, L. I., N. Y.

Phone Bayport 8-0811.

RHODODENDRONS

Hardy, hybrid seedlings, liners. Write for prices and sizes.

THE LEVICK NURSERY CO.

R. F. D. 3 Bridgeton, N. J.

RHODODENDRON MAXIMUM

Nursery-grown and collected, 2 to 7 ft. high. Well-shaped and symmetrical plants.

CURTIS NURSERIES, INC.

Callcoo, N. Y.

ROSEBUSHES

FINEST QUALITY ROSES SINCE 1923

Wide selection of non-patent and patent varieties grown under a consistent and thorough spray program.

Your choice of BARE-ROOT OR PACKAGED Roses.

Write for list.

VERMAY NURSERY CO.

Dallas Highway Tyler, Tex.

Dept. 11. Phone LY 4-4432

EVERBLOOMING MINIATURE ROSES

World's largest selection, over 60 varieties.

"Money-makers." See them or write for list.

We ship branched own-root, 2 1/2-in. pot size.

*Recommended for forcing. Per 10 per 100

*RED, Spring Hill's choice. \$4.00 \$5.00

CUPIDO, nearly black-crimson. 4.50 4.00

*MIDGET (pat. 446), fine rose-red. 4.50 4.00

*MONS PETIT, cherry-red. 4.50 4.00

*OAKINGTON RUBY, favorite red. 4.50 4.00

PRINCE CHARMING, crimson. 5.00 4.50

PINK, Spring Hill's choice. 4.00 3.50

BABY RUMTING, cameo-pink. 5.00 4.50

POMPON DE PARIS, pink. 4.50 4.00

ROULETTI, pink Swiss Alpine. 4.50 4.00

SIMPLE SIMON, new salmon-pk. 6.00 5.50

*WHITE, Spring Hill's choice. 4.00 3.50

PIXIE (pat. 408), tiny dbl. white. 4.50 4.00

*WHITE FAIRY, best for forcing. 4.50 4.00

PRESUMIDA, orange bicolor. 4.50 4.00

BABY GOLD STAR (pat. 407). 6.00

BIGGER FLOWERING MINIATURES

*CAROLYN, sunset orange red. \$5.50 \$50.00

CRI-CRI, imported orange. 6.00 5.50

GRANADINA, imported crimson. 5.50 5.00

JACKIE, golden yellow to cream. 4.50 4.00

JULIETTE, vivid crimson. 4.50 4.00

*PINK FAIRY, lovely soft pink. 4.50 4.00

*POLKA DOT, finest pure white. 4.50 4.00

*SPRING SONG, rich rose-pink. 5.00 4.50

*THE MARR, terra-cotta red. 5.00 4.50

SPRING HILL NURSERIES CO.

300 acres of nursery stock. Visit us! Write!

Dept. AN-F-60 F.O.B. Tipp City, O.

ROSEBUSHES

We grow our own Rosebushes and have over 120 varieties (patent and standard, OLD and NEW) to choose from. Our Rosebushes are grown 2 yrs. in the field under the expert supervision of one of the world's leading plant pathologists, using the Manzate-Triton method of disease control. Our Rosebushes are clean, healthy and just bursting with energy. Bare-root BULK Roses are packed FREE in corrugated Poly-lined boxes. Please write, wire or telephone for our new variety and price lists.

MARTIN'S ROSE NURSERY

P. O. Box 155 Phone UL 9-2191 Arp, Tex.

TREE ROSES

Select No. 1 grade standards. Varieties include current A. A. R. S. winners Duet and Pink Parfait, also Chrysler Imperial, Garden Party, Kordes Perfecta, Lavender Girl, Pink Peace, Sterling Silver, as well as latest introduction Sunbeam and many others.

Our bush Rose crop is finest, a decade.

We offer only quality stock at competitive prices. Write for complete list, then

Buy the best—Buy Klyn.

GERARD K. KLYN, INC.

In the heart of famous Lake County

Mentor, O.

ROSES

Profit-wise nurseries, garden centers and mail-order firms depend on ARP ROSES.

Glittering packs to display. Bare-root for container or landscape. All-America Selections. Catalog and wholesale price list.

ARP NURSERY CO.

Box 3338-A Tyler, Tex.

Rosebushes, 130 varieties. Old and new favorites. Many of the hybrid tea varieties were 3 to 4 ft. tall August 9 when this ad was sent in. Foliage very clean. These Roses will please your customers. Send for our list before you buy.

P. O. Tate Nursery, R. 3, Tyler, Tex.

Genuine Cherokee Rose, Georgia's state flower. Evergreen in the South. Rank, thorny, fine for living fence. 2-yr. plants, cut back many times, 30¢ each, in bundles of 10.

Mountville Nurseries, Mountville, Ga.

For \$4.00

you can offer that surplus in a classified ad of 10 lines on these pages—quickly and easily turning stock into cash.

At 40c PER LINE

you can keep a list of specialty items before trade buyers through the selling season at small cost.

Send your copy (count 6 average words to line) for the January 1 issue to reach us December 9.

Forms for the January 15 issue will close December 23.

AMERICAN NURSERYMAN

343 S. Dearborn St., CHICAGO 4, ILL.

THE SEASON'S BEST DEAL

See for yourself

by

sending for our 1960-61 trade list.

BARE-ROOT AND PREPACKAGED,

PATENT AND STANDARD ROSES.

NEW LONDON ROSES

"The Rose Nursery"

P. O. Box 876 Overton, Tex.

ROSE STOCK

MULTIFLORA ROSE

Top quality plants for living fences and conservation plantings.

Root-crown caliper Approximate height

2 to 3 mm. 8 to 15 ins. \$12.50

3 to 5 mm. 12 to 18 ins. 17.50

3 to 8 mm. 12 to 24 ins. 22.50

8 to 12 mm. 18 to 36 ins. 38.50

UNDERSTOCK. Straight shanked seedlings grown especially for understock. Nematode free. Expertly graded to suit the most particular.

4 to 6 mm. \$27.50 per 1000

2 to 4 mm. 17.50 per 1000

The above prices are F.O.B. Griggsville, Ill., nursery. All tops cut back to 10 ins. at shipping unless otherwise requested. Our storage facilities are the best. ORDER NOW for fall or spring delivery. 10 per cent discount in lots of 10,000 or over; special quotations on larger quantities. For less than 1000 add 30 per cent. Packing at cost.

FARM LANDSCAPE CO.

Urbana, Ill.

MULTIFLORA ROSE

For living fence, conservation and budding understock. Hardy northern-grown plants, nematode-free. Our sandy loam produces the finest root system. Our high quality is well known.

Caliper and approximate height

2 to 3 mm. 8 to 15 ins. \$12.50

3 to 5 mm. 12 to 18 ins. 17.50

3 to 8 mm. 15 to 24 ins. 22.50

4 to 6 mm. budding understock. 27.50

Ask for quantity prices. We cut the tops back to about 10 ins. for shipping, unless you state otherwise. Prices are F.O.B. Glen Head. Packing at cost. For less than 1000, add 30 per cent.

BROOKVILLE NURSERIES

Box 53, Northern Blvd., Glen Head, L. I., N. Y.

THORNY ROSA MULTIFLORA

We have a good supply for fall and spring.

2 to 3 mm. \$11.00 per 1000

3 to 6 mm. 16.00 per 1000

6 to 12 mm. 30.00 per 1000

No packing charge. F.O.B. Mt. Vernon, Ill.

Write for quotations on larger amounts.

SEEDS

ORDER YOUR GREEN-LEAVED JAPANESE BARBERRY HEDGE SEED NOW

Clean seed free from pulp, \$5.00 per lb.

F.O.B. Butler, Pa.

U. S. Dept. of Agriculture certification.

E. F. WESTERMAN NURSERY

39 Graham Terrace Butler, Pa.

CONCOLOR FIR

Premium grade Colo. seed.

Write for prices and sample.

SAN ISABEL SEED CO.

Silver Cliff, Colo.

SHRUBS AND TREES

Each, 100 1000

Euonymus alatus 2 to 3 ft. \$0.85 \$0.80

3 to 3 1/2 ft. 1.15 1.00

Euonymus alatus compactus 24 to 30 ins. 1.15 1.00

Prunus cistena 24 to 30 ins. 1.50 1.25

Prunus cistena 2 to 3 ft. .70 .65

Prunus cistena 3 to 3 1/2 ft. .85 .80

LINING-OUT STOCK

Arborvitae, Woodward globe 9 to 12 ins. \$0.50 \$0.40

12 to 15 ins. .60 .50

Arborvitae, pyramidal 15 to 18 ins. .50 .40

18 to 24 ins. .60 .50

Juniperus horizontalis 12 to 15 ins. .40 .35

18 to 24 ins. .50 .45

Juniperus horizontalis 24 to 30 ins. .35 .30

Juniperus horizontalis 30 to 36 ins. .50 .45

Taxus cuspidata 9 to 12 ins. .45 .40

Taxus cuspidata 12 to 18 ins. .50 .45

Taxus cuspidata 18 to 24 ins. .45 .40

Taxus cuspidata 24 to 30 ins. .50 .45

Euonymus alatus compactus 24 to 30 ins. .25 .20

FANCHER'S NURSERY, Sturtevant, Wis.

Finest quality stock: Flowering Cherry,

Plum, Crab, Shad, Flaxen's Black and Norway Maples, White Birch and others. Rosebushes, non-patented. Reasonable. Write.

Canby Nursery, R. 3, Box 337, Canby, Ore.

SHRUBS AND TREES—Continued

SHADE TREES	Each, 10
Birch, Cutleaf, white 2 ins., B&B	\$12.50
2 1/2 ins., B&B	16.00
Chestnut, Chinese 1 1/2 ins.	4.75
Ginkgo 8 to 10 ft.	6.75
Hackberry, common 8 to 10 ft.	2.50
1 1/2 ins.	4.25
Honey Locust, thornless 8 to 10 ft.	2.50
1 1/2 ins.	4.00
2 1/2 ins.	5.75
2 ins.	7.50
Linden, American 2 ins., B&B	13.00
2 1/2 ins., B&B	18.00
Maple, Norway 2 ins.	7.00
2 1/2 ins., B&B	20.00
Maple, Norway, columnare 1 1/2 ins.	5.50
1 1/2 ins.	6.50
Maple, Crimson King 1 1/2 ins.	8.00
1 1/2 ins., B&B	19.50
Maple, variegated Norway 1 1/2 ins.	5.00
Maple, Red 1 ins., B&B	15.50
2 1/2 ins., B&B	22.00
Maple, Sugar 6 to 8 ft.	2.50
8 to 10 ft.	3.00
1 1/2 ins.	4.00
1 1/2 ins.	6.00
Phellodendrons 1 1/2 ins.	5.25
2 ins., B&B	14.00
Sophora (Pagoda Tree) 3 to 4 ft., B&B	5.00
Sycamores 1 ins., B&B	25.00
Tulip Tree 1 1/2 ins., B&B	10.00
2 ins., B&B	14.00
2 1/2 ins., B&B	19.00
Yellowwood, American 6 to 8 ft., B&B	10.00
PERENNIALS	
Plume grass, clumps	\$0.40
EVERGREENS	
Fir, Douglas 18 to 24 ins., B&B	\$2.75
Juniper, Irish 3 to 3 1/2 ft.	2.75
Juniper, Pfitzer 15 to 18 ins., B&B	2.25
18 to 24 ins., B&B	2.75
Pine, Austrian (nigra) 18 to 24 ins., B&B	2.75
24 to 30 ins., B&B	3.25
Pine, Red (resinosa) 24 to 30 ins., B&B	3.00
Pine, Scotch 4 to 4 1/2 ft., B&B	5.75
Pine, White 3 to 3 1/2 ft., B&B	3.75
3 1/2 to 4 ft., B&B	4.50
Spruce, Colorado 18 to 24 ins., B&B	2.75
Spruce, Norway 18 to 24 ins., B&B	2.25
Taxus capitata	1.25
12 to 18 ins.	1.25
Taxus cuspidata	1.25
12 to 15 ins., B&B	1.25
Thuya, globe	2.75
Thuya nigra	2.50
Thuya, pyramidal	2.25
18 to 24 ins., B&B	2.00
SHRUBS	
Barberry, Mentor 15 to 18 ins.	\$0.45
Cotoneaster apiculata 15 to 18 ins., B&B	2.10
Cotoneaster divaricata 2 to 3 ft., B&B	1.25
3 to 4 ft., B&B	2.00
3 to 4 ft., heavy, B&B	3.00
Dogwood, Redtwig (baileyi) 3 to 4 ft.	.55
Euonymus (European) Aldenhamensis 18 to 24 ins.	.50
Forsythia, Arnold's Dwarf 18 to 24 ins.	.35
24 to 30 ins.	.45
Honeysuckle, Winter 3 to 4 ft.	.50
Honeysuckle, zabelii 4 to 5 ft.	.60
5 to 6 ft.	.80
Hydrangea, P.G. 30 to 36 ins.	.60
Hypericum frondosum (St. John's Wort) 18 to 24 ins.	.40
3 to 3 1/2 ft.	.70
3 1/2 to 4 ft.	.90
Mock Orange, Virginialis 3 to 4 ft.	.55
4 to 5 ft.	.70
5 to 6 ft.	1.05
Potentilla, Golddrop 18 to 24 ins.	.50
Privet, Border 4 to 5 ft.	.60

(Continued in next column)

(Continued from previous column)

Privet, Regels 18 to 24 ins.	.40
Prunus beteyi 3 1/2 to 4 ft.	.55
Prunus tomentosa 4 to 5 ft.	.65
5 to 6 ft.	.90
Spiraea Anthony Waterer 18 to 24 ins.	.45
Spiraea freebeli 24 to 30 ins.	.45
30 to 36 ins.	.55
Spiraea thunbergi 4 to 5 ft.	.70
Spiraea vanhouttei 4 to 5 ft.	.55
Symporicarpas, Coralberry 18 to 24 ins.	.40
24 to 30 ins.	.50
Symporicarpas, Snowberry 3 to 4 ft.	.45
Viburnum dentatum 1 to 2 ft.	.35
Viburnum opulus nanum 12 to 15 ins.	.90
15 to 18 ins.	1.10
Viburnum tomentosum 2 to 3 ft.	.60
3 to 4 ft.	.75

THE HOME NURSERY
C. S. Ingels & Sons
On Route 17, in Stark County
La Fayette, Ill.
Phone 12R2

EVERGREEN SEEDLINGS

100 1000

SCOTCH PINE (French or Spanish strain)	
2-yr. seedlings (2-0), 4 to 8 ins.	\$ 5 \$ 25
3-yr. seedlings (3-0), 8 to 16 ins.	8 40
WHITE PINE	
3-yr. seedlings (3-0), 5 to 10 ins.	8 40
4-yr. transplants, grafting size.	15 75
MUGHO PINE	
4-yr. seedlings (4-0), 4 to 8 ins.	10 50
4-yr. transplants (3-1), 3 to 5 ins.	15 75
JAPANESE BLACK PINE	
2-yr. seedlings (2-0), 4 to 8 ins.	9 45
3-yr. seedlings (3-0), 8 to 14 ins.	12 60
WHITE SPRUCE	
2-yr. seedlings (2-0), 8 to 14 ins.	8 40
5-yr. transplants, grafting size.	20 100
NORWAY SPRUCE	
3-yr. seedlings (3-0), 10 to 18 ins.	9 45
5-yr. transplants, grafting size.	25 125
COLORADO BLUE SPRUCE	
3-yr. seedlings (3-0), 6 to 12 ins.	9 45
5-yr. transplants (3-2), 8 to 14 ins.	35 175
CANADIAN LIMBER	
3-yr. seedlings (3-0), 8 to 12 ins.	16 80
CONCOLOR FIR	
3-yr. seedlings (3-0), 6 to 12 ins.	8 40
4-yr. seedlings (4-0), 8 to 14 ins.	11 55
4-yr. transplants (3-1), 4 to 8 ins.	16 80
FRASER FIR	
2-yr. seedlings (2-0), 2 to 4 ins.	8 40
3-yr. seedlings (3-0), 5 to 10 ins.	12 60
BALSAM FIR	
3-yr. seedlings (3-0), 4 to 8 ins.	8 40
4-yr. transplants (3-1), 4 to 8 ins.	15 75
BALSAM PINE, GREEN	
2-yr. seedlings (2-0), 5 to 12 ins.	8 40
2-yr. seedlings (2-0), 12 to 18 ins.	10 50
WHITE FLOWERING DOGWOOD	
Seedlings, 4 to 8 ins.	7 35
Seedlings, 12 to 24 ins.	12 60
MUSSER FORESTS, INC.	
Box 16LC Indiana, Pa.	

METASEQUOIA GLYPTOSTROBOIDES (Dawn Redwood)	
Undoubtedly, this is one of the most interesting plants introduced in recent years. Nobody seems to be able to supply the demand for it. It was introduced to the Arnold Arboretum in January, 1948, and sent out by them as soon as stock was available. We secured some and now have a few thousand plants available. It is a rapidly growing tree, somewhat resembling <i>Taxodium distichum</i> , and like it, likes a moist condition. We find it grows very well in our black soil. It is deciduous. We suggest you get some as it will no doubt continue to be in good demand as it becomes better known.	Each 10 100 1000
1-yr. s. 6 to 12 ins.	\$7.50 \$50 \$450
12 to 18 ins.	\$1.50 10.00 75 650
18 to 24 ins.	2.00 17.50 150 150
2 to 3 ft.	2.50 22.50 200 200
3 to 4 ft.	3.50 30.00 275 275

THE TINGLE NURSERY CO.

Pittsville, Md.

RARE, HARDY, NORTHERN-GROWN	
Lower prices, 25 or more. Each	
Phellodendron amurense, 4 to 5 ft.	\$2.00
Phellodendron amurense, 5 to 6 ft.	3.00
Sophora japonica, 3 to 4 ft.	3.00
Magnolia stellata Water Lily, 18 to 24 ins.	3.00

H. J. BAKER
1412 W. Main St. Crawfordsville, Ind.

Cherry Laurel, *Prunus laurocerasus* schipkaensis, *zabeliana*, and *macrophyllum*. Please see complete list on pages 60 and 61.

Templeton, Phytotektor, Winchester, Tenn.

More customers for you!

Over 8,500 subscribers, all active buyers, see your ad in the American Nurseryman.

ROOTED CUTTINGS, 1-YR. BEDDED

Per 100 Per 1000

Buxus sempervirens, 4 to 6 ins.	\$10.00 \$90.00
Chamaecyparis lawsoniana, 4 ins.	12.00
Chamaecyparis lutescens, 4 to 6 ins.	12.00
Ilex aquifolium, 4 to 6 ins.	10.00 90.00
Ilex crenata, 4 to 6 ins.	12.00 90.00
Juniper, Andorra, 4 to 6 ins.	12.00 100.00
Juniper, hibernica, 4 to 6 ins.	12.00 100.00
Juniper, hirtzii, 4 to 6 ins.	12.00 100.00
Juniper, Pfitzer, 4 to 6 ins.	12.00 100.00
Juniper, stricta, 4 to 6 ins.	12.00 100.00
Juniperus communis aurea, 4 to 6 ins.	12.00
Pachysandra, 4 to 5 ft.	4.00 35.00
Pieris japonica, 4 to 8 ins.	12.00 100.00
Pyracantha laalandii, 4 to 8 ins.	10.00 90.00
Pyracantha laalandii, 4 to 8 ins. (potted)	12.00
Retinaria plumosa aurea, 6 to 8 ins.	10.00 90.00
Retinaria plumosa,	6 to 8 ins.
Taxus baccata, 4 to 6 ins.	10.00 90.00
Taxus baccata, 6 to 8 ins.	12.00 100.00
Taxus brevifolia, 4 to 6 ins.	10.00 100.00
Taxus canadensis, tips,	6 to 8 ins.
Taxus cuspidata, 6 to 8 ins.	12.00 125.00
Taxus cuspidata F&F, 4 to 6 ins.	12.00 100.00
Taxus cuspidata compacta, 4 to 6 ins.	15.00 125.00
Taxus cuspidata densiformis, 4 to 6 ins.	15.00 125.00
Taxus canadensis stricta	12.00 100.00
Taxus henryi, 4 to 5 ins.	15.00 125.00
Taxus hicksii, 4 to 6 ins.	12.00 100.00
Taxus intermedia, 4 to 6 ins.	12.00 100.00
Taxus Moon's columnaris,	4 to 6 ins.
Taxus repandens, 4 to 6 ins.	12.00 100.00
Taxus Vermeulenii, 4 to 6 ins.	12.00 100.00
English Ivy	4.00 35.00
Thuya globosa, 5 to 8 ins.	12.00 100.00
Thuya pyramidalis, 4 to 6 ins.	10.00 90.00
Thuya nigra, 5 to 8 ins.	10.00 90.00

1-YR. SEEDLINGS

Acer palmatum, 4 to 6 ins.

Black Locust (*Robinia pseudoacacia*), 12 to 18 ins.

Taxus capitata, 3 ins.

Chinese Chestnut, 12 to 18 ins.

Taxus capitata, 4 to 6 ins.

(2-yr. seedlings)

(in large quantity, \$50.00 per 1000)

Taxus capitata, 6 to 10 ins.

(3-yr. seedlings)

(in large quantity, \$75.00 per 1000)

ROOTED CUTTINGS, 2-YR. BEDDED

Per 100 Per 1000

Juniperus hirtzii, 8 to 12 ins.

\$20.00 \$190.00

Retinaria pisifera aurea, 8 to 12 ins.

20.00

Retinaria plumosa aurea, 8 to 12 ins.

20.00 190.00

Retinaria plumosa, 8 to 12 ins.

20.00 190.00

Pieris japonica, 10 to 18 ins.

20.00

Taxus cuspidata, 6 to 8 ins.

20.00 150.00

Taxus brownii, 6 to 8 ins.

20.00 150.00

Taxus hicksii, 6 to 8 ins.

20.00 150.00

Taxus brevifolia, 6 to 8 ins.

20.00 150.00

Taxus bullata, 6 to 8 ins.

15.00 200.00

Taxus capitata, 8 to 12 ins.

20.00

Leucothoe catesbeiana, 10 to 14 ins.

35.00

Picea engelmanni, 8 to 12 ins.

8.00 70.00

Picea excelsa, 6 to 12 ins.

12.00 100.00

Picea pungens glauca, 6 to 10 ins.

12.00 100.00

Pinus mughus Tyrolean, 4 to 6 ins.

20.00

Thuya occidentalis, 8 to 12 ins.

12.00

Tsuga canadensis, 5 to 8 ins.

10.00 90.00

Tsuga canadensis, 8 to 10 ins.

15.00 140.00

Tsuga canadensis, 10 to 12 ins.

20.00 190.00

DWARF MAHONIA

Jack Mayhan is authority on mountain-grown Mahonia. This is a new variety selection, hardy as Oak. Very compact, dwarf.

Ready now, 100,000 plants. All plants U. S. D. A. inspected. Cash in on my many years' experience.

2-yr. T, \$20.00 per 100, \$150.00 per 1000.

Few 12 to 15 ins.

5 to 6-yr. finished plants, \$3.00 each.

Cash with order. Full return 5-day privilege.

MAYHAN NURSERY, VERADALE, WASH.

SPECIAL PRICES

ON RED OAK SEEDLINGS

Per 100 Per 1000

18 to 24 ins.

\$10.00

2 to 3 ft.

15.00 \$125.00

3 to 4 ft.

20.00 175.00

4 to 5 ft.

30.00

EGYPTIAN NURSERY & LANDSCAPE CO.

Farina, Ill.

Day phone 3551. Night phone 3553

EVERGREENS

	Each, 100	1000
Arborvitae, American, 15 to 18 ins.	\$0.90	\$0.80
18 to 24 ins., B&B	2.25	2.00
2 to 3 ft., B&B	2.75	2.45
3 to 4 ft., B&B	3.70	3.30
4 to 5 ft., B&B	4.10	3.70
Arborvitae, globe, 3-yr.	.45	...
8 to 10 ins.	.80	.70
10 to 15 ins.	1.00	.90
Arborvitae pyramidal, 2-yr.	.35	...
3 to 4 ft., B&B	3.60	3.25
4 to 5 ft., B&B	4.10	3.60
5 to 6 ft., B&B	4.60	4.15
Juniperus canaeerti,		
12 to 14 ins., T.	1.30	...
15 to 18 ins., T.	1.80	...
fastigiata, 3 to 4 ft., B&B	2.85	...
4 to 5 ft., B&B	3.35	...
hetzii, 2-yr.	.35	...
3-yr., 10 to 12 ins.	.45	...
4-yr., 10 to 12 ins., 1 gal. can	1.10	...
15 to 18 ins.	1.20	...
pitzeiana	.35	.30
pitzeiana compacta, 2-yr.	.35	.30
3-yr., 10 to 12 ins.	.45	.40
12 to 15 ins.	.90	.80
12 to 24 ins., B&B	3.00	2.70
2 to 3 ft., B&B	3.50	3.15
3 to 4 ft., B&B	4.00	3.60
pitzeiana compacta, 2-yr.	.35	.30
Savin, V. E., 3-yr.	.45	.40
12 to 15 ins.	.90	...
Taxus, cuspidata, 3-yr.	.45	.40
10 to 15 ins., 6-yr.	1.05	.95
brown, 3-yr.	.45	.40
capitata, 5-yr., 10 to 15 ins.	.90	.80
hicksii, 2-yr.	.35	.30
3-yr.	.45	.40
10 to 15 ins., 5-yr.	.90	.80
Euonymus, radicans erectus,		
10 to 15 ins.	.35	.30
15 to 18 ins.	.75	.65
alatus, 18 to 24 ins.	.90	...
ORNAMENTAL TREES AND SHRUBS		
Mountain Ash, 4 to 5 ft., T.	\$0.40	\$0.35
5 to 6 ft., T.	.50	.45
6 to 7 ft., T.	.60	...
Flowering Almond, 2 ft.	.95	.85
Forsythias, 4 to 6 ft.	.95	.85
Japonica, 12 to 15 ins.	.50	...
Philadelphus virginicus,		
15 to 18 ins.	.30	.25
4 to 5 ft.	.80	...
Spiraea vanhouttei, 18 to 24 ins.	.40	.35
SHADE TREES	Each, 10	100
Birch, European White, single stem, 1 to 1 1/2-in., B&B.	\$7.50	\$6.75
2 to 2 1/2-in.	12.50	11.25
3 to 3 1/2-in.	17.50	15.75
multiple, 8 to 10 ft.	13.75	12.50
10 to 12 ft.	16.50	15.00
4 gal. can, 1 to 3 stem,		
5 to 5 ft.	2.50	2.25
Chinese Elm, 3 to 4 ft., hedging	...	
3 to 1-in.	.50	...
1 to 1 1/2-in.	1.50	...
2 to 2 1/2-in.	2.50	...
3 to 4-in.	4.00	...
Maples, Norway, 6 to 8 ft., T.	3.65	...
Silver, 6 to 8 ft.	1.50	...
8 to 10 ft.	2.50	...
Sycamore, 6 to 8 ft., T.	1.25	...
8 to 10 ft., T.	3.25	...
Silver Maple, 6 to 12 ins., seedlings	\$2.00 per 100, \$10.00 per 1000	
12 to 24 ins.	4.00 per 100, 20.00 per 1000	
2 to 3 ft.	10.00 per 100, 50.00 per 1000	
3 to 4 ft.	15.00 per 100, 75.00 per 1000	
4 to 5 ft.	20.00 per 100, 100.00 per 1000	
Free boxing and packing. One-fourth payment will hold your order for spring. 2 per cent discount, cash with order. Prices are subject to change without notice.		
Write for price list.		
RICHARDSON NURSERIES, INC.		
53947 Fir Rd., R. 1	Granger, Ind.	
IMPROVED HYBRID BLUE ASH		
(Fraxinus quadrangulata)		
This is a good, fast growing shade tree. Very compact, dense foliage. Retains almost perfect shape until fully grown. Disease-resistant and will withstand severe weather conditions. Does not have bloom or seed pods to litter lawns or street. 5000 available.		
Each, 10	100	
5 to 6 ft., branched	\$2.25	\$2.00
6 to 8 ft., branched	2.75	2.50
8 to 10 ft., branched	3.25	3.00
10 to 12 ft., branched	3.75	3.50
Catalog on request.		
SURFACE NURSERY		
R. 1, Box 832	Gresham, Ore.	
SURPLUS TREES	Bare-	
Honey Locust, thornless, B&B root		
2 to 2 1/2-in. cal.	\$4.00	\$3.00
Honey Locust, thornless,		
2 1/2 to 3-in. cal.	5.50	4.00
Sweet Gum, 1 1/2 to 2-in. cal.	3.50	2.50
Sweet Gum, 2 to 2 1/2-in. cal.	4.50	3.50
Pin Oak, 2 to 2 1/2-in. cal.	4.00	3.00
Pin Oak, 2 1/2 to 3-in. cal.	5.50	4.00
Norway Maple, 1 to 1 1/2-in. cal.	3.00	2.00
Silver Maple, 1 1/2 to 2-in. cal.	1.50	...
Sycamore, 1 1/2 to 2-in. cal.	1.00	2.00
Sycamore, 2 to 2 1/2-in. cal.	4.00	3.00
Pink Dogwood, 4 to 5 ft.	2.00	...
LAWRENCE SANDERS NURSERY		
721 Kentucky Ave.	Paducah, Ky.	

TREES

TREES

300,000 UNROOTED TAXUS CUTTINGS

Taxus, intermedia, wardii, hicksii, hatfieldii, cuspidata, brownii, hunnewelliana, capitata, tips or side branches; Hill's pyramidal and andersoni.

\$17.50 per 1000.

THEODORE KLEIN NURSERIES
Crestwood, Ky.

TAXUS

Spreading, 18 to 24 ins., 24 to 36 ins. Hickory, 15 to 18 ins., 18 to 24 ins.

20,000 to choose from. Reduced prices. Must clear leased land.

BRAINE & FOREMAN

Route 2

Sharon, Pa.

20 PER CENT OFF B&B TAXUS

Cuspidata, brownii, densiformis, kelseyi, hatfieldii, capitata, Vermeulen, 12 to 15 ins. and 15 to 18 ins. Capitata also in 18 to 24 ins. and 24 to 30 ins. List on request.

JOHN VERMEULEN & SON, INC.
P. O. Box 336A Neshanic Station, N. J.

SPECIAL OFFER, TAXUS CUTTINGS

Low prices on 17,500 Taxus, rooted cuttings, 1-yr.-old. Special price for the entire lot. List on request. All good varieties.

JOHN VERMEULEN & SON, INC.
P. O. Box 336A Neshanic Station, N. J.

VIBURNUMS

VIBURNUM CARLESI COMPACTA (NEW)
This is a compact form of Viburnum carlesii with dark green leaves and buds up very ready.

2-yr., T, from cuttings, \$50.00 per 100. Strong 2-yr. grafts, \$125.00 per 100, \$1000.00 per 1000.

QUALITY IS OUR MOTTO. No charge for packing.

C. HOOGENDOORN
408 Turner Rd. Newport, R. I.

VIBURNUM CARLESI

Fragrant Mayflower Viburnum. 2-yr. seedlings, 6 to 8 ins., \$20.00 per 100, \$175.00 per 1000; 8 to 12 ins., \$30.00 per 100, \$250.00 per 1000.

QUALITY IS OUR MOTTO. No charge for packing.

C. HOOGENDOORN
408 Turner Rd. Newport, R. I.

VIBURNUM CARLESI

15 to 18 ins. \$10.00 \$ 90.00
18 to 24 ins. 14.00 120.00

2 to 3 ft. 20.00 180.00

Ask for prices on B&B specimens.

WAYNESBORO NURSERIES
Waynesboro, Va.

Viburnum liners, juddi, chenaultii, macrocephalum sterile, rhytidophyllum, rhytidophylioides, tomentosum plicatum and tomentosum plicatum grandiflorum.

Please see complete list on pages 60 and 61. Templeton, Phytoteknor, Winchester, Tenn.

Classified Ads Offer Maximum Results at Minimum Cost.

VINES

VINES

Boston Ivy, 12 to 18 ins. \$0.30

18 to 24 ins. .45

2 to 3 ft. .50

Please write for quotations on 100 and 1000 lots.

DUGAN NURSERIES, INC.
Center St. Perry, O.

Surplus Stock

can be easily and quickly turned into

Cash

by listing it in the American Nurseryman Classified Ads.

VINCAS

Vinca variegata, good salable plants, \$6.00 per 100, \$50.00 per 1000.

Mountville Nurseries, Mountville, Ga.

9,500 Active Nurserymen

are in need of stock.

List your offerings in the American Nurseryman Classified Section.

WANTED

WANTED—ACER GRISEUM
Seedlings or larger, in small or large quantities. Also Acer, micranthum, tegmentosum, capillipes and other rare Maples. Send prices. Also write if you will have these for sale in 1961.

DAVIS RARE TREE NURSERY
Traver Rd. Pleasant Valley, N. Y.

Wanted—Quince and Dogwood, large branches with flower bud for forcing, or large Quince shrubs. Must have before December 10. Call Wilson 1-0823 or write

H. Larsen, Box 133, Ossining, N. Y.

TAXUS

Japanese Yew (capitata), from seed.

(3-2-3), 10 to 18 ins., T, \$1.00 each.

Twice sheared, good color, massive roots.

(3-0), 3-yr., S, 4 to 8 ins.,

\$85.00 per 1000, \$10.00 per 100.

(2-0), 2-yr., S, bed-run, 2 to 6 ins.,

\$60.00 per 1000, \$7.50 per 100.

Also Pine, Spruce, Fir.

DENTON NURSERY

Conneaut, O.

Route 1

SUPPLIES AND SUNDRIES

BURLAP

NEW BURLAP

In bolts or rolls of 100 to 125 yards.

HEAVYWEIGHT BURLAP

Width	In bolts	On rolls
26 ins.	22 1/4 c	24 1/4 c per yd.
40 ins.	23 1/4 c	25 1/4 c per yd.
45 ins.	25 1/4 c	27 1/4 c per yd.
48 ins.	27 1/4 c	29 1/4 c per yd.
54 ins.	31 c	33 c per yd.
60 ins.	34 1/4 c	36 1/4 c per yd.
72 ins.	40 1/4 c	42 1/4 c per yd.

BURLAP EROSION CLOTH

40 ins.	19 c	21 c per yd.
57 ins.	23 c	

All prices are net F.O.B. New York.

Minimum order 1 bolt or 1 roll. Orders of 3 or more freight prepaid east of the Mississippi. When ordering specify rolls or bolts.

LEWIS INTERNATIONAL CO.

666 Clinton Ave. Newark 8, N. J.

HOLLAND BURLAP squares, for all needs. PLAIN, ROT-NOT GREEN plastic preserved. HALF MOON CO., Box 27A, Plainfield, N. J.

CANE STAKES

NATURAL BAMBOO STAKES

PER 100	1/2" %	3/4" %	1" %	1 1/4" %
4 ft.	\$2.88	\$3.44	\$4.25	\$5.60
5 ft.	3.60	4.30	5.30	7.00
6 ft.	5.16	6.36	8.40	
7 ft.	6.02	7.42	9.80	
8 ft.	6.88	8.48	11.20	
10 ft.		10.60	14.00	
12 ft.		12.72	16.30	

Approximate thickness at bottom end. F.O.B. Livonia, La. 2000 up, less 5 per cent; 5000 up, less 10 per cent.

A. C. PATTERSON, FRISCO, LA.

FORMERLY OF CENTER TOWN, KY.

CANE STAKES

A complete line of bamboo cane stakes, from 12 ins. to 8 ft. Available from 7 convenient freight-saving shipping points.

Write for details to America's largest horticultural bamboo distributor.

McHUTCHISON & CO.

695 N Grand Ave. Ridgefield, N. J.

2505 S. E. 11th Ave. Portland 2, Ore.

BAMBOO CANE STAKES

For greenhouse and nursery purposes. All types and sizes.

Write for prices and quantity discounts.

ALEC HENDERSON, INC.

1313 W. Randolph St. Chicago 7, Ill.

OUTDOOR BAMBOO STAKES

All sizes for immediate delivery. Ask for our Nursery Supply List.

HALF MOON CO., Box 27A, Plainfield, N. J.

CHRISTMAS TREES

LIVING CHRISTMAS TREES

Pruned, well cared for, properly dug.

Norway Spruce, 2 to 3 ft., B&B.....\$2.50

Norway Spruce, 3 to 4 ft., B&B.....3.25

Norway Spruce, 4 to 5 ft., B&B.....4.00

Yew, 5 to 6 ft., B&B.....5.50

You dig, 3 to 6 ft., \$2.50 each. 30,000 Spruce to pick from.

White Pine, 3 to 4 ft., B&B.....\$3.50

White Pine, 4 to 5 ft., B&B.....5.50

White Pine, 5 to 6 ft., B&B.....6.50

White Pine, 6 to 7 ft., B&B.....9.00

Scotch Pine, 3 to 4 ft., B&B.....3.00

Scotch Pine, 4 to 5 ft., B&B.....4.50

Red Pine, 3 to 4 ft., B&B.....3.00

Red Pine, 4 to 5 ft., B&B.....4.50

See our display ad on page 56.

WADE & GATTON NURSERIES

Bellville, O.

Day phone, Butler TU 3-3191. Night phone, Bellville TU 6-3449.

SHAPED CHRISTMAS TREES

SCOTCH PINE, shaped yearly, \$1.25 to \$1.75 each. 50,000 trees, 5 to 8 ft. of good, green color. Cut, bundled; loaded on your truck, F&B. Let us quote you on quantity and sizes. Trees have grown on our 1000-acre plantation. Tree farm located 5 mi. south of Conneaut Lake, Pa.; 3 mi. off Route 285.

Inspection invited.

Phone: Hartstown 2172 (Eve's) Zellene 644

TREELAND FARMS

Mail: P. O. Box 303, Conneaut Lake, Pa.

Fresh cut, selected Scotch Pine, Douglas Fir and Spruce, sheared trees, 5 to 10 ft. Cut boughs Balsam, Hemlock, Spruce, Red and White Pine, W. V. Griffin, 8 Elizabeth Ave., East Brunswick, N. J. Near Herberts Corners. Phone CL 7-2484.

CHRISTMAS TREES

Norway, Black Hills and White Spruce.

2 to 5 ft., B&B, row-run, \$2.50.

DUGAN NURSERIES, INC.

Center St. Perry, O.

2000 ft. high. 100 ft. diameter.

PEAT MOSS

"BRODLEAF," Best Holland PEAT MOSS, Gardner No. 110 and No. 85, Growers No. 120. Growers Jumbo No. 170. Two Bales Equal 3. HALF MOON CO., Box 27A, Plainfield, N. J.

PLANT TIES

"QWIK-TIES," NEW, IMPROVED PLASTIC PLANT TIES. Guaranteed fade-proof.

Small, strong, almost invisible. Economical and easy to use. Packed in bundles of 250 ties for convenient use.

Per carton	Av. weight of 10,000	per carton
Size		
4-in.	\$10.00	5 lbs.
8-in.	18.00	10 lbs.
12-in.	27.00	14 lbs.

McHUTCHISON & CO.

695-N Grand Ave., Ridgefield, N. J.

9,500 Active Nurserymen

are in need of stock.

List your offerings in the American Nurseryman Classified Section.

PLASTIC FILM

POLYETHYLENE FILM
1 1/2 mil., black, in 1000-ft. rolls, 3 ft. wide, \$17.34; 4 ft. wide, \$22.95.

2 mil., natural, in 200-ft. rolls, 4 ft. 2 ins. wide, \$6.80; 4 ft. 4 ins. wide, \$12.75; 12 ft. wide, \$18.36.

4 mil., natural, in 100-ft. rolls, 3 ft. wide, \$5.10; 4 ft. wide, \$6.80; 6 ft. wide, \$9.52; 8 ft. wide, \$12.24; 10 ft. wide, \$15.30; 12 ft. wide, \$18.36; 14 ft. wide, \$21.42; 16 ft. wide, \$24.48.

6 mil., natural, \$30.60; 24 ft. wide, \$36.72; 28 ft. wide, \$42.84; 32 ft. wide, \$48.96; 40 ft. wide, \$61.20.

6 mil. available in widths up to 40 ft.

15 per cent discount on orders over \$24.00.

25 per cent discount on orders over \$60.00.

40 per cent discount on orders over 25,000 sq. ft.

We pay freight if check is with order.

ROUGH BROS., 4229 Spring Grove Ave., Cincinnati 23, O.

POLYETHYLENE FILM

Natural transparent, made from Du Pont Athalon, the amazing film for greenhouses.

.004 mil., all rolls 100 ft. long.

3 ft. wide by 100 ft. long, \$6.00 per roll.

4 ft. wide by 100 ft. long, \$8.00 per roll.

5 ft. wide by 100 ft. long, \$12.00 per roll.

8 ft. wide by 100 ft. long, \$16.00 per roll.

Other sizes available up to 20 ft. wide.

Send \$1.00 for liberal sample.

3 ft. x 10 ft., postpaid.

Special deal for greenhouse construction.

5 rolls to 9 rolls, 25 per cent discount.

10 rolls or more, 33 1/3 per cent discount.

"We ship same day."

YOHOO & HOOKER, 520 Williamson Ave., Youngstown 1, O.

50 pieces to bundle.

1 1/2-in. - 3 ft., pointed, \$3.00 per bundle.

1 1/2-in. - 4 ft., pointed, 3.50 per bundle.

1 1/2-in. - 5 ft., pointed, 4.50 per bundle.

1 1/2-in. - 6 ft., pointed, 5.50 per bundle.

1 1/2-in. - 7 ft., pointed, 7.00 per bundle.

These stakes are made of cypress and redwood; are good, strong stakes and will give long service. "A little better than seems necessary."

WE SHIP SAME DAY!

YOHOO & HOOKER, Youngstown, O.

STAKES, GALVANIZED HARD STEEL

GALVANIZED tree-guying WIRE.

HOSE for guy-wire PADDING.

Prices and samples sent on request.

SCHUPP SUPPLY CO., WILMETTE, ILL.

Plant Stakes, see large ad under Cane

Stakes, McHutchison & Co., Ridgefield, N. J.

the sum-of-life-periods method, or, in the tax law, "sum of the years' digits." The following example shows the differences among these two and the straight line method:

Assume a \$1,000 asset is to be depreciated over five years.

STRAIGHT LINE

Year	Depreciation
1	20% of \$1,000 \$200
2	20% of 1,000 200
3	20% of 1,000 200
4	20% of 1,000 200
5	20% of 1,000 200

Year	Depreciation
1	*40% of \$1,000 \$400
2	40% of 600 240
3	40% of 360 144
4	40% of 216 86
5	40% of 130 52

*The tax law states that the percentage used in the declining balance method must be twice that used in the straight line method.

SUM OF THE YEARS' DIGITS

Year	Depreciation
1	5/15 of \$1,000 \$333
2	4/15 of 1,000 267
3	3/15 of 1,000 200
4	2/15 of 1,000 133
5	1/15 of 1,000 67

On his final day of lectures, Dr. Carson examined financial statement analysis. He noted that the core of any type of analysis is com-

parison. The comparison can be be-

tween (1) current and past state-

ments for the business, (2) state-

ments of others (composite figures

for the industry, for example) and

those of the particular business or

(3) predetermined budgets, forecasts,

standards and the actual results.

Significant relationships between

amounts shown in the balance sheet

or the income statement and between

items in the two statements, can be

shown by horizontal or vertical

analysis. Horizontal analysis is a com-

parison of amounts for the same item

in the statements of two or more pe-

riods. Vertical analysis is a compari-

son of amounts expressed as percent-

ages of the total.

One means of extracting informa-

tion from financial statements is to

calculate various ratios, percentages,

and "turnovers" using certain

amounts in the statements. A great

variety of such calculations can be

made, with a varying degree of per-

tinence depending upon the type of

operation.

Two ratios widely used to assess

the soundness of financial structure

are the current ratio and the acid

test ratio. The first of these is the

POLYETHYLENE FILM

SAVE MONEY AT THESE LOW PRICES

.0015 mil., black, 3 ft. x 1000 ft. \$11.58

.002 mil., clear, 4 ft. 2 ins. x 200 ft. 4.30

.004 mil., clear, 6 ft. x 100 ft. 6.18

.004 mil., clear, 16 ft. x 100 ft. 16.48

.006 mil., clear, 12 ft. x 100 ft. 18.64

Many other widths available in clear or black.

Save up to one-third. WHY PAY MORE?

Write for complete list of sizes and prices per roll.

SUPERIOR IMPORTERS

1421 W. Chicago Ave., Chicago 22, Ill.

DUPONT'S WEATHERABLE MYLAR

5 mil., NEW TYPE W-1
(One side exposure.)

42 ins. wide x 100 ft. long roll. \$52.50

48 ins. wide x 100 ft. long roll. 60.00

51 ins. wide x 100 ft. long roll. 63.75

1000-ft. rolls, same widths, 13 1/4¢ per sq. ft.

FREIGHT PREPAID, CASH WITH ORDER.

5 mil., TYPE W-1 (two side exposure) also available. Write for prices and information.

ROUGH BROS., INC.

4229 Spring Grove Ave., Cincinnati 23, O.

VIKING CLOTH—Plastic Sealed Burlap.

Let in light. Keep out Water, Wind.

In 50-yard rolls 5 ft. wide, \$38.00.

Polyethylene. Clear, Black, Rolls, Sts.

HALF MOON CO., Box 27A, Plainfield, N. J.

1000-ft. rolls, same widths, 13 1/4¢ per sq. ft.

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WANTED and FOR SALE ADS

Help and Situation Wanted and For Sale Advertisements

Display: \$4.50 per inch, each insertion.

Liners: 40¢ line; minimum order \$4.00.

HELP WANTED

LANDSCAPE SUPERVISOR for Delaware nursery specializing in high-quality landscape work, mostly carriage trade. Applicant must take responsibility for execution of all landscape work (including hiring and firing connected with running four crews and maintenance of four trucks and other related equipment); also prepare bids for some project work. Designing by others. Applicant must be between 35 and 50 years old, interested in permanent association and must have horticultural background in commercial landscape field including: Good knowledge of cultural requirements of ornamental plants, ability to move large trees and experience with execution of large-bid projects. An unusual opportunity in a young growing business in a high-income community. Attractive salary, paid vacation. A. A. N. Insurance and home in rural setting. Apply Box 2708, Wilmington 5, Del.

HELP WANTED

LANDSCAPE ARCHITECT

With sales ability. Must be willing to do some soliciting both residential and commercial; capable to draw good plans and have knowledge of plant material. Good salary and bonus, vacation and insurance benefits. Send full resume and photo in first letter. Permanent. Write Box 780, care of American Nurseryman.

HELP WANTED

FOREMAN

Experienced working foreman for landscape contracting firm in Westchester County, N. Y. Thorough knowledge of business with some large job experience necessary. Must have ability to handle men, run equipment and meet production schedules. Excellent permanent job and salary with paid vacations for qualified man. Please write giving complete details to Box 779, care of American Nurseryman.

HELP WANTED

SALESMAN

Experienced man in the landscape nursery field. Must have background in designing, preparing estimates and selling to builders, architects, contractors and to larger individual homeowners. One of the oldest and finest firms in the Baltimore area. Send references to Box 778, care of American Nurseryman.

HELP WANTED

NURSERY FOREMAN

Capable of maintaining and operating nursery. Must know plant material, sprouting, balling and pruning. Housing available, good salary, vacation and insurance benefits. Permanent. Send picture, past experience and reference in first letter. Write Box 781, care of American Nurseryman.

HELP WANTED

MANAGER

\$10,000 bracket, thoroughly experienced, 35 to 50 years old, self-starter, enthusiastic salesman. Retail nursery.

ROSEDALE'S NURSERIES, INC.
400 W. Huntington Dr.
Monrovia, Calif.

HELP WANTED

We need a general nursery superintendent, must have experience in production and thorough knowledge of plants. Salary open. We will furnish a real nice home above salary. No one but the very highest type of man need to apply. Send references along with small photo, salary expected and when available. We are one of the south's finest nurseries; we have good schools and churches with all white population. Send all letters to:

ARAB NURSERY CO., INC.
P. O. Box 506 Arab, Ala.

FOR SALE

25-acre nursery in heart of Ozarks. Nursery packing and storage buildings, 8-room modern home, propagation greenhouse and other buildings, deep well with pressure system. Located between Rogers and Bentonville, Ark. Total price without stock \$17,000. Stock at inventory if desired. More land with or without nursery stock available. Contact:

WENDELL ROLLER
R. 2, Rogers, Ark.
Phone: ME 6-4790

FOR SALE

One of the oldest nurseries in the mid-west, the Fairbury Nurseries, started in 1898. Brick and sheet-iron building with 7000 sq. ft. of basement and railroad siding to door. Good stock of fruit and shrubbery; large stock of evergreens in small to medium sizes. Must be sold because of age of manager. Priced worth the money.

Roy Hurlburt
FAIRBURY NURSERIES
Fairbury, Neb.

WANTED

REPRESENTATIVES CALLING ON LAWN AND GARDEN SUPPLY — DEPARTMENT STORES — GIFT SHOPS

New, exclusive, colorful Hydroseal Planters for indoor and outdoor use. Manufactured by A-1 rated firm. Write attention to:

P. Cardalena, PLASTICRTE
1883 Dixwell Ave., Hamden, Conn.

HELP WANTED

SALESMEN

Experienced men in the landscape nursery field. Must have background in designing, preparing estimates and selling to builders, architects, contractors and to larger individual homeowners. One of the oldest and finest firms in the Philadelphia area. Send references to Box 765, care of American Nurseryman.

SITUATION WANTED

LANDSCAPE FOREMAN

Single, white, landscape certificates, designer, sales, maintenance, all phases of construction, 25 years' experience. California and middle west backgrounds. Desires temperate climate.

J. F. VANDENBOOM
1307 1st Ave., S. Escanaba, Mich.

FOR SALE—Well located, 7-acre retail and wholesale nursery. Located on state road No. 52. Has lath house and modern home. Terms to suit you. Owner retiring. DON CARPENTER, Realtor, R.R. No. 4, Rushville, Ind.

FOR SALE

Used complete greenhouses. Used greenhouse materials, glass, pipe, valves, etc. Greenhouses bought for wrecking.

SEABOARD GENERAL SUPPLY CO.
Elizabeth 4-9041 Waverly 6-0404
1080 Magnolia Ave. Elizabeth, N. J.

ratio of current assets to current liabilities, indicating the ability of a business to cover its imminent obligations. The acid test ratio, actually a refinement of the current ratio, is the proportion of liquid assets, such as cash and accounts receivable, to immediate obligations.

The profitability of a firm is indicated by the ratio of net profit to net sales and of net profit to owner's equity. Business activity can be measured by the merchandise turnover (cost of all goods sold during the year divided by average inventory) and the accounts receivable turnover (the year's total sales on account divided by average accounts receivable).

Dr. Carson emphasized that there is no one figure that is "right" for any of these ratios or measures. It depends upon the type of business involved. They are valuable only as guideposts or as indicators of positive or negative changes in business condition.

WHOLESALE REPORTS

[Continued from page 67]

through the fall, as many people know that they should not wait until spring. Our bookings for spring are about the same as usual. But it is my opinion that the landscape men will have to contact customers and impress on them the importance of early planting. Most merchants are looking for good business the latter part of November and early December.

"Our stock has made an early growth this season, due to sufficient rain, and we are not short too many items so far."

Texas Level Retained

"Sales for the first two months of our fiscal year, starting September 1, were equal to last year's," writes Steve Verhalen, Verhalen Nursery Co., Scottsville, Tex. He continues, "Business seems at a standstill because we could be doing more with the equipment and time available. However, since our sales are up to last year's we have no real complaint."

"Retailers at Shreveport, La., report their business, because of the better weather conditions this year, is running ahead of last season's."

"We do much more business every spring than we do, or could expect to do, in the fall. Again, our sales

are more for local than distant shipments.

"Sharp price-cutting by one of the large Texas growers has hurt us tremendously on some items, and until the retail salesyards have cleared the stock which they put in, we will experience a slowness on those items."

Texas Sales Head for Record

H. R. Mills, sales manager, Carl Shamburger Nursery, Tyler, Tex., sees this fall exceeding last year's record, writing:

"We have had a successful year so far, being sold out of many varieties and low on others. We usually ship most of our plants by early spring, since we ship only bare root and do not root wrap or process.

"Our business has held up well, considering all the gloom and recession talk. However, collections are somewhat slower, but losses have been small compared to volume. We had a good season last year, and expect this one to be even better."

California Shortages

Popular items are dwindling in supply in a good fall trade, according to Willis Stribling, Stribling's Nurseries, Inc., Merced, Calif. Other trends are told as follows:

"Autumn business is in full swing and is increasing with the sale of ornamentals, including both field-grown and container-grown plants. Already we find some shortages in the more popular plants for fall and the holiday season. We have been pleasantly surprised at the brisk movement of field-grown B&B ornamentals. Machine balling and the finished specimen appearance of field-grown stock have greatly increased the demand for this quality. Retail nurseries and garden centers are stocking heavier on 5-gallon and B&B plants this fall.

"Advance sales of flowering and shade trees show an increase, and there will be some shortage of these items later this season and for the spring rush. I should urge retailers to cover their requirements on the popular items that they feature and move in the largest volume.

"Bare-root fruit trees and flowering trees seem to be in modest supply, with normal booking of orders. The packaging of fruit and flowering trees is increasing, and it appears that the attractive machine-packed trees will greatly increase the movement of this stock. Many nurseries which had not formerly handled packaged trees are now adding them to their stock; a few garden centers are changing over completely, and others are stocking a few varieties to



Everyone's Talking About It!

UNION'S PLASTIC HOURGLASS PLANTER

THE NATION'S MOST
COMPLETE LINE
OF PLASTICS
FOR HORTICULTURISTS

WRITE FOR PRICES!

UNION PRODUCTS, INC.
LEOMINSTER, MASS.

INCREASE SALES 100%

Don't Keep Your Customers Waiting for information about your stock. These self-selling plastic labels give all the information your customer wants — creating additional sales while you are busy.

We have the largest selection of horticultural subjects on plastic labels anywhere. Available in two types: (1) Over 800 varieties illustrated in full color; (2) over 600 fully descriptive labels with large, readable type.

SHOW IT AND SELL IT — HIDE IT AND KEEP IT

ASK FOR FREE SAMPLES AND CATALOG

GROWERS & MANUFACTURERS EXCHANGE

8434 S. Rosemead Blvd., Rivera, Calif.
Phone OXFORD 9-0711

No. 3 Container-Marker (picture and holder). Holder is 27 inches high. Prongs at bottom prevent turning in the wind. Use for salesyard display.



THRIFTEE PLASTIC PLANT MARKERS

(as low as \$1.80 per 1,000 in lots of 20,000)

NOW . . .
available
in
COLOR!

Pure White
Spring Green
Sky Blue
Gay Yellow
Brilliant Orange
Rich Red
(Sizes 3", 4",
5", 6" only)

THRIFTEE Markers are a real boon to florists, nurserymen and growers . . . wherever durable, attractive plant markers are required in quantity at a minimum price!

Better than old-fashioned wooden markers — and at competitive prices

- Permanent, attractive, lightweight, reusable, economical
- Easily marked with soft lead pencils, rubber stamps or printing
- Standard colors: Spring Green and White — available in 4 styles, 13 sizes . . . up to 15"
- Made by the makers of famous LIFETIME MARKERS — your guarantee of quality

THRIFTEE Markers are a real boon to florists, nurserymen and growers . . . wherever durable, attractive plant markers are required in quantity at a minimum price!

QUANTITY PRICES PER 1,000

Bulk Packed	3" x 7 1/16"	4" x 5 1/8"	5" x 5 1/8"	6" x 5 1/8"
1,000	\$2.50	\$3.90	\$4.80	\$5.40
5,000	2.20	3.60	4.50	5.10
10,000	2.00	3.30	4.15	4.80
20,000	1.80	3.00	3.80	4.25

All prices F.O.B., Milford, Michigan. Shipping charges prepaid if check accompanies order. Markers may be assorted to earn quantity prices.

Be sure to specify color desired — otherwise, all orders will be filled with Spring Green markers. Write for Thriftee prices on larger quantities.

SAMPLE ORDER (125 assorted markers) \$1.00 prepaid

There's a style and size to suit your needs! WRITE FOR FREE LITERATURE on our complete line of plastic plant markers and our unique, new JIFFY PRINTER for printing markers, quickly and economically.

LIFETIME MARKERS Dept. 7A P.O. Box #158, Milford, Michigan
Far West: 1864 S. 120th St., Seattle 88, Wash.



NEW How-To-Plant Booklet

An eye-catching, simplified do-it-yourself planting handbook. Contains professionally drawn illustrations and accompanying text describing the correct way to plant and prune evergreens, shrubs, shade trees and rosebushes. Ideal for sale to homeowners by nurserymen and garden center operators.

Send for Sample and Prices

AMOS G. MARX

11041 N. Custer

Monroe, Mich.

STRESEN-REUTER

Copper Naphthenate Concentrate

for GREENHOUSES and NURSERIES

An Economical MILDEW and DRY ROT
Preventive for WOOD, BURLAP, ROPE

5-gal. cans
30-gal. drums
55-gal. drums

For prices and complete information, write:

FRED'K A. STRESEN-REUTER, INC.
400 W. Roosevelt Ave. • Bensenville, Ill.

WE SPECIALIZE IN NURSERY PRICE LISTS

Our plant is geared to fast, dependable service on quality nursery price lists. You are furnished paper samples and proofs. Send your price list today for quotation.

COURIER NURSERY PRINTERS
PHONE: TWInbrook 3-4401
Murfreesboro, Tenn.

Associate Member A. A. N. — We Specialize in Nursery Price Lists

compare the customer acceptance of this new merchandising idea."

California Changes Noted

"With Monrovia Nursery Co., autumn business has been increasing each year," notes Howard Past, president. Other comments follow: "This year's increase was not sizable as in the previous five years, although it was very satisfactory. We estimate that we sell approximately 40 per cent of our stock in the autumn season.

"We are watching with great interest the discount houses and chain stores that are selling nursery stock at reduced prices. At the present time they are welcome by the wholesalers, as they use a large quantity of plants for promotional purposes. There could be quite a change in the retailing of our products in the coming years.

"We believe that it will be essential to have a well-trained, aggressive sales force and a progressive promotional department to cope with the ever-increased competition in our industry. Those who fail to progress in these two fields may find themselves in difficulty. We are looking forward to this challenge and believe that over a period of time the industry will, in general, benefit."

An improved fourth quarter boosted 1960 sales above the 1959 record and a 10 to 15 per cent gain is forecast in 1961, declares Eugene Corey, wholesale sales manager, Armstrong Nurseries, Inc., Ontario, Calif., in the following comments:

"Despite the fact that the over-all economic picture at the present time is one of cautious anticipation, marked by a somewhat improved fourth quarter, our 1960 wholesale sales are up substantially over those of a year ago.

"In addition, all indications point to a 10 to 15 per cent increase in sales of wholesale nursery stock in 1961, particularly in the area of roses and deciduous fruit trees.

"It appears to us that the average consumer of nursery stock has reached the same quality and new-product level of consciousness that the automobile and furniture customer attained long ago. This increasing demand for quality and new varieties has resulted, I believe, in an agonizing reappraisal on the part of the retail dealer, who is becoming more and more convinced that the only way he can establish and maintain an all-season customer relationship is to carry a complete quality line of nursery stock.

"I don't believe that anyone spends his last dollar on nursery stock. The average consumer who enters a retail

BOOKS — FOLDERS — HANGERS for Nurserymen



Write for
Quantity
Discounts
and
Price List



4 Popular Folders

Each folder 10 1/4 x 35 in.,
open, printed in full color.

1. SHRUBS,
2. EVERGREENS,
3. SHADE TREES,
4. ROSES

Each 25¢

4 Wall Hangers

Each 25 x 38 in.,
printed in full color.
Metal binding top
and bottom, very
substantial.

1. SHRUBS,
2. EVERGREENS,
3. SHADE TREES,
4. ROSES

\$3.00
Each

CORRECT PLANTING Methods
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nursery wants quality, and he is prepared to pay for it. Mediocre stock may make him happy at the time the order is written, but when the lack of quality becomes apparent, the retailer will find he has lost a customer—for good.

"The strongest recommendation I should offer any nursery retailer is to think in terms of customers and not just sales. A retailer who is in business to stay wants all of the business a customer has to offer; he cannot long exist on just the customer's 'price' business. Every time the retailer takes the 'price' road, he is taking dollars out of his own pocket, no one else's.

"The general wholesale business here in southern California is and has been all during the season strong and quality conscious. There is no doubt, from the facts and figures that we have prepared here, that the

average retailer in this part of the country anticipates a vigorous sales year in 1961."

Cites Need for Change

The importance of re-evaluating merchandising programs and stepping up sales efforts are stressed by Walter C. Borchers, W. B. Clarke & Co., San Jose, Calif., in his fall report, as follows:

"In a previous letter we outlined the modernization program which we have been undergoing in our production methods. This program has now progressed to a point where we are shipping stock out of this new material. Our customers have been extremely pleased with the stock they received.

"Autumn, here in California, is not a distinct season, but rather the start of our winter season, which is one of the main selling sea-

sons, especially for bare-root stock, and which quickly merges into the spring selling season, which lasts until midsummer. In fact, one of the slogans of the California Association of Nurserymen is "Planting Time Is All the Time in California," and this is becoming more and more a reality as our retail nurserymen realize it and plan to take advantage of this.

"The California Association of Nurserymen, through its market development and publicity committee, has recently promoted two statewide selling programs each year, a Can-Can carnival in the late spring, and a Gardeners' Hoe-Down in the fall. We co-operated in these by making a special offer of container stock available to nurserymen in the state for each of the events. The recently completed Gardeners' Hoe-Down was successful so far as we were concerned, but it is our feeling that not

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enough retail nurserymen took advantage of this promotion to increase the sales.

"We have heard and read much about the recession which we are supposed to be experiencing at this time, and actually there has been some slowing down of certain phases of our economy here in the west, especially in building, but this slowing down has had little apparent effect on the retail nursery business, so far.

"The demand for our nursery stock, as indicated by our recent sales and orders on file, seems to be holding up well, and we do not believe that the nursery industry generally has felt a serious check in its operations, except possibly for a few limited areas.

"The retail nursery firms in California continue to be greatly interested in and, in some areas, concerned over the competition of discount houses and merchandising outlets. It is our belief, substantiated by the efforts of the C. A. N., that many retail nurseries will have to re-evaluate their selling operations and pay more attention to the modern merchandising programs being offered, and continue to offer the discriminating customer the type of service and information which will make for the largest number of repeat sales, increase of business and profits."

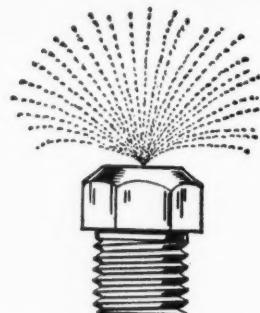
Oregon Conditions "Satisfactory"

Satisfactory conditions at Portland, Ore., are cited in the comments on fall trade made by Avery H. Steinmetz, Portland Wholesale Nursery Co.:

"Conditions during September and October have been normal, except that finances have been a problem. Retailers and wholesalers alike have had difficulty getting their accounts receivable down where they should be, and this shortage of working capital has made many of us think that business has been slow. Statistics, however, with us and, we suspect, with most other nurserymen in the area, show that sales are satisfactory.

"Evergreen stock in containers moved freely in September, and B&B material sold readily during October. The quality of the stock has, we think, been the best that has been available for several years. Digging of deciduous stock was delayed from one to two weeks because of mild weather, but good rains in late October provided the needed moisture, and cool weather and frost in November put climatic conditions back to normal.

"Money is now circulating more freely. Sales for spring shipment have improved, and in general there is



Pictured above is the Monarch H-261 fog nozzle. It has $\frac{3}{4}$ -in. male pipe thread and throws 3.3 gallons per hour at 30 lbs. Better breakup of water particles at low pressure.

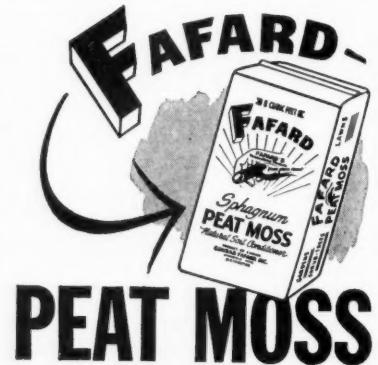
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now a feeling that 1961 will be a good year. Growers in the Portland area have adopted fumigation programs keeping them abreast of the best nursery practices. The labor situation, up until now at least, does not seem to offer any greater problem than usual. Overhead seems to increase slightly each season, which has its effect on the margin of profit."

ILLINOIS DIRECTORS MEET, PLAN CONVENTION

An announcement that 36,000 acres of land near Sheldon, Ill., was to be treated for Japanese beetle on November 9 was made by Herbert Seifert, horticultural inspection supervisor, Glen Ellyn, Ill., to the directors of the Illinois State Nurserymen's Association at their monthly meeting held November 9 at the Hotel La Salle, Chicago. He stated that six airplanes were to be used and, if good weather conditions prevailed, 7,000 acres a day could be treated. A band three to four miles in width around the infested area is being treated, and next spring it is hoped to treat within the area.

The question of participation by the association in the world flower and garden show next spring was undertaken. It was pointed out that the general membership had to vote on the matter at the annual convention. It was thought by then it would be too late for participation in the show but that it should be decided if the association would exhibit at the 1962 event.

Final plans were made for the annual convention to be held in the Hotel La Salle, January 16 to 18. A talk on highway landscaping and one on world problems are to be featured. Since the American Association of Nurserymen is holding its directors' meeting at Chicago in January, various A. A. N. officers and staff members will be scheduled on the program to deliver reports. It was decided that the ladies would have a luncheon at the Kungsholm restaurant and see the puppet operatic show.

Presiding at the directors' meeting was President Henry Lohse, Dixon, and directors present were Leslie Bork, Onarga; Al Kari, Northbrook, and Philip W. Worth, Kankakee. Edward P. Eickhof, Bensenville, was absent because of illness, and J. C. Fiore, Prairie View, was detained due to business matters. In attendance was Fred H. Kilner, managing editor, American Nurseryman.

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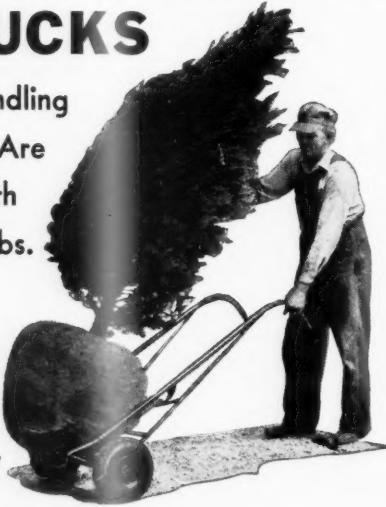


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BOOK REVIEWS

RHODODENDRON PRIMER

While the jacket flap terms it a basic primer, "Getting Started with Rhododendrons and Azaleas," by Dr. J. Harold Clarke, just published by Doubleday & Co., at \$4.95, is considerably more than that. It is particularly designed for beginners who may wish to grow rhododendrons or azaleas in different sections of the United States. From his many years of experience with these plants, Dr. Clarke gives advice on the various problems of culture which will confront a beginner and on the selection of species and varieties. The author did state university work in horticulture for many years, at Rutgers University as a research specialist and professor of pomology. Moving to Washington state to manage a cranberry farm and nursery, he now operates, with his son, his own nursery in Washington, while writing and lecturing.

The opening chapters provide information on the geographical and botanical sources of rhododendrons and azaleas, their differences from other plants, their garden use, the effect of climate and soil requirements. Then the actual methods of culture, propagation, pest control, fertilization and the like are covered in part 2, while the concluding section discusses species and varieties for garden use, followed by lists for different places and purposes.

This is a very useful volume for beginners and for others, particularly if they find earlier published works too advanced. Four small illustrations in color face the title page, and numerous photographs are reproduced in black and white.

BOWERS ON RHODODENDRONS

Considered the standard reference work on the genus in this country upon publication of the first edition in 1936, "Rhododendrons and Azaleas," by Clement G. Bowers, has been extensively revised and just published in its second edition by the Macmillan Co., at \$25. Those familiar with the first edition will find the format and style of the earlier edition retained, though parts of the book have been completely rewritten to present new information on propagation, nutrition and physiology, as well as improved and expanded lists of clones to include the many new varieties of the past quarter century.

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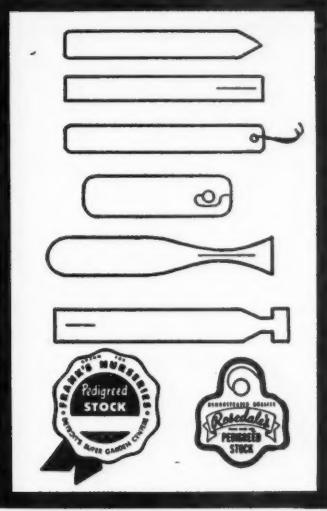
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From the first edition have been retained 26 color plates and 83 other illustrations, while there have been added two new color plates illustrating 15 species and 10 hybrids not previously shown. Additions have also been made to the bibliography, while a finding list is included, as well as a translation of a recent German systematic arrangement of the genus hitherto unavailable in English.

The first half of the book has to do with the living plant, introducing the genus, discussing its value in the garden and in the wild and, in successive chapters, covering its culture—site and shelter, soil and nutrition, planting and maintenance, hardiness, propagation, pests and hybridizing. The latter half of the book is concerned with descriptions of the natural species and of the cultivars, with lists for special areas and purposes, keys, data on types of inflorescence and flower form outlines.

While this large volume of nearly 550 pages, 6½x9 inches, is so inclusive as to provide a reference work for specialists in rhododendrons and azaleas, it is written in an interesting and easily understandable language for the nurseryman and gardener as well.

Dr. Bowers is widely known not only for his plant breeding and research in the field of rhododendrons, but also as a college lecturer and instructor, recently having been honored by the Men's Garden Clubs of America with their annual gold medal award.

"IRIS FOR EVERY GARDEN"

The iris guide for American gardeners by Sydney B. Mitchell first published in 1949 has been revised after two early reprintings, by Mrs. John M. Price, an admirer of Dr.

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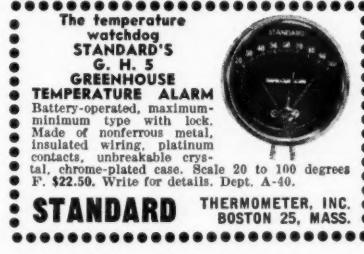
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Mitchell and herself an iris grower and writer on horticultural topics. Just published by M. Barrows & Co., at \$4.95, this will be welcomed by the increasing number of amateurs growing irises. Written in Dr. Mitchell's easy fashion, "Iris for Every Garden" is not a complete and scientific manual, but an interesting discussion of the aspects of his favorite flower, of which he had for many years the largest amateur collection on this continent and which he grew for 50 years, breeding new varieties for a good part of that period.

Opening with a chapter on irises for American gardens, with a discussion of culture, climate and conditions in various parts of the country, the book then embarks on a world tour by covering the species of iris from other continents. Then successive chapters are concerned with irises from bulbs, crested irises, beardless irises of America and those from the Old World. Following is a chapter devoted to the history of bearded irises, one on their culture, propagation and diseases and one on breeding and raising from seeds. Then he tells what makes a choice variety and concludes with a chapter on onocyclus and regelias, with an appendix of a few pages of pertinent information and an 8-page index.

The illustrations include, in color, Iris ochroleuca in the frontispiece and a folio of eight pages, mostly of the latest bearded varieties. Line illustrations of the various types and their planting or propagation are helpful.

GARDENER'S DIRECTORY

Many gardeners and commercial men, as well as every library and gardeners' headquarters, will wish to have a copy of "The Gardener's Directory," compiled by J. W. Stephenson and just published by Doubleday & Co., at \$3.95. This reference volume of 454 pages contains the names and addresses of horticultural organizations in the United States—national, regional, state and local, as well as trade. Places of horticultural interest are listed—botanical gardens, arboretums, garden centers and other travelers' objectives. A calendar of horticultural events, sources of horticultural information, sources of plants and seeds, registration authorities and names of pertinent books and periodicals are included. Foreign places of horticultural interest are listed in the closing 120 pages of the book.

The author, a California landscape designer and consultant, has amassed this information over some years. While there are obvious omissions, as

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might be expected in the first such undertaking, it will be a helpful reference work to many persons.

BEGICK WINS AT POLLS

Lester O. Begick, partner with two brothers in the Begick Nursery, Bay City, Mich., survived the local Democratic onslaught and won a Republican seat in the state legislature at Lansing in the past elections. An all-time record vote of 42,859 ballots was cast for the office, and Mr. Begick's tally of 21,664 votes gave a victory margin of 469, of which 200 represented an addition after an official canvass.

Mr. Begick reports that it was a mighty hectic night for him after the voting. About midnight he was trailing by over 3,000 votes, with 28 of the 48 precincts reporting. It was not until the second to last precinct report was in that he finally forged ahead.

The 34-year-old nurseryman had twice before been defeated in the primaries, once by 18 votes, in 1956 and 1958. He based his victory this time in large part on the campaigning efforts of his close personal friends. His brothers, Vernon and Paul, will carry on the business.

ACCOUNTING—SAGAMORE

[Continued from page 11]

and punch a different key. (2) Prevention of one person's having complete control over a series of related transactions. An employee who makes purchases should not write payment checks or receive the merchandise; such a precaution avoids the possibility of an individual's purchasing from friends and being careless in inspecting goods.

(3) Separation of operating personnel from accounting personnel; one person should handle the cash. (4) Use of all available machine proofs or protection; cash registers should be employed, and reference papers should be stored in a vault or safety deposit box.

(5) Provision of independent checks and balances; if one person does his job right, then another will do his correctly. (6) Use of continuous review and audit; a system of internal control should be reviewed regularly.

Turning to accounting statements, Professor Kell first enumerated the items for the asset side of the balance sheet. (1) Current assets: These are assets which one expects to convert into cash in the current year. They would include cash, market securities (temporary investments),

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1 qt.	1.39	12 to case.....	10.00
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A safe, one-shot, laborsaving material for controlling borers affecting lilacs, rhododendrons, locusts, willows, maples and fruit trees. Dilutes with water. A good seller to home gardeners and a big favorite with nurserymen.

	Retail	Packed	Dealer
8 oz.	\$1.00	12 to case.....	\$ 7.20
1 qt.	2.00	12 to case.....	14.40
1 gal.	5.00	6 to case.....	18.00



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	Retail	Packed	Dealer
8 oz.	\$1.50	12 to case.....	\$10.80
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1 gal.	4.50	6 to case.....	16.20

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4 oz.	\$1.25	12 to case.....	\$ 9.00
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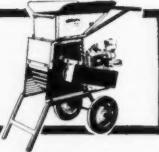


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receivables, inventory and prepayments. Receivables can be listed at the expected cash realizable value. Estimated bad debts can be subtracted, or the actual loss can be picked up later.

(2) Investments: These are resources not being used physically in the business and not expected to be converted into cash in the current year. These are valued at cost.

(3) Fixed assets: These are resources that are being used physically in the business—land, buildings and equipment—and that are not expected to be resold. They are valued at cost less depreciation, which would equal the unexpired cost. Depreciation is not designed to reflect current market value or provide funds for replacement.

(4) Other assets.

Current liabilities are those which are payable in the current year, such as accounts payable, notes payable, accrued expenses payable and accrued taxes payable.

Professor Kell stated that the trial balance is a snapshot of a business at a given time. It reflects unexpired costs, not current value. It gives no consideration for changes in the value of the dollar. It reflects on the asset side only those things which are objectively able to be expressed in money.

An income statement, said Professor Kell, is an operating statement. In using the income statement, net sales can be taken at 100 per cent and a percentage relationship of the expenses can be obtained for purposes of comparison.

Financial Statements

For the afternoon session the 55 attending nurserymen broke up into two groups, each having a discussion leader and a reporter. They discussed how often a nursery should prepare a financial statement. One grower thought such data were needed twice a month, with a sales figure every week. A landscape nurseryman thought a monthly financial statement would be sufficient, while a nurseryman in the contracting business thought a monthly trial balance would be enough, with a financial statement once or twice a year. One of the landscape nurserymen stated he operates on a budget, so he needs a monthly statement.

Most of the nurserymen agreed that it pays to departmentalize and to keep separate income and expense records for each department. Certain expenses have to be allocated. However, the procedure should not be made too complicated. One wholesale grower stated that he maintains separate business records for the

greenhouse department, for lining out stock production and for finished stock. After keeping these records for a time, he decided to eliminate growing finished stock, because it was a losing proposition.

Another nurseryman stated that he has tried to raise his labor charges for landscape work gradually; each year he has increased the rate 5 cents per hour. By doing this, he stated, he has had no complaints.

Overhead Expenses

In determining the cost of labor, it is necessary for one to include overhead expenses. It was felt that a truer picture of the cost of labor is needed. While it was agreed that anyone in the nursery business who is interested in cost accounting can either go broke or crazy, it was believed that cost finding will help management. It is necessary to analyze various aspects of the products being sold, in order to determine the proper profit margin. On fast-moving items, the profit margin can be less.

It was pointed out that there is a trend to use of the declining balance of depreciation and away from the straight line method. In a declining balance method, an asset will be 70 per cent depreciated in one-half the useful life of the asset. In the declining balance method, an asset is never fully depreciated, but after a period of time it is traded in or has a scrap value.

In setting up an accounting system, Professor Kell recommended maintaining only accounts that can be worked with. A budget should be based on last year's business, but one should only start with this; it should be expanded. Professor Kell advised the nurserymen not to let state or federal tax agencies dictate the cost accounting procedures. He said to keep the records which state and federal agencies require, but not to make these a guide to management.

In reviewing some of the topics discussed, Professor Kell stated that internal reports should be designed, written and reported so they can be used easily. They should be timely and contain only relevant information.

The role of accounting and budgeting is to put down in figures the management's plan of operation. Flexible budgets are best for control of variable expenses.

In discussing cost finding versus cost accounting, Professor Kell said he does not recommend a complete cost accounting system. It is too costly, time consuming and confusing. But he believes that considerable

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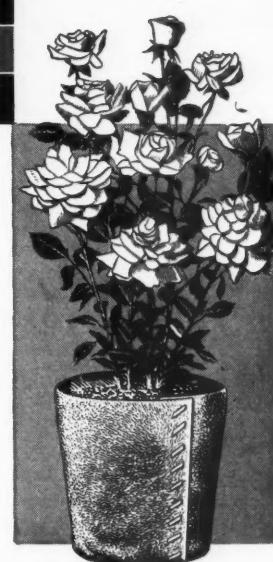
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are designed to protect. More research in this direction will undoubtedly provide more chemicals for this type of effective control.

Fruit Tree Diseases

Decline and death of pear trees in western Oregon may be caused by one or more species of the well-known root-rotting fungus, *phytophthora*. In a report by C. Cameron, of Oregon State College, at least one form of the disease was attributed to the fungus. In inoculation studies he showed correlation of the fungus in soils near diseased plants, and caused typical symptoms of the disease in healthy plants. Indirect evidence indicated that another form of the disease, quick collapse, also may result from the same fungus. With at least one causal factor established, further research may now proceed to determine whether other causal factors are involved.

A variety of unaffected plants may serve as congenial hosts to bacteria causing canker and blast of stone fruit trees. H. English and J. Davis, of the University of California, have found such bacteria not only on surfaces of healthy leaves and fruits of peach and almond, the species which are affected by the disease, but have found them also on healthy orchard weeds also, as well as on apparently healthy woody plants of various species (apricot, olive, Chinese wingnut, rose, firethorn, dwarf juniper, *Pentstemon antirrhinoides*, *Viburnum tinus* and *Albizia julibrissin*). The evidence suggests, but does not prove, that such bacteria are able to subsist as nonpathogens living on but not within a wide variety of plants.

If some bacteria are able to persist on plant surfaces as epiphytes, there is a good probability that others do. This raises the real probability that plant diseases caused by certain bacteria may be spread with movement of plant materials far more easily than heretofore suspected. A fundamental question is involved here: Are such bacteria in a dormant, resting stage, or are they growing and increasing on plant surfaces? If they are actually thriving under such circumstances, this would have far-reaching significance.

Environment-Caused Disease

That soil temperature may be a significant factor in disease occurrence was demonstrated by P. Tsae and S. VanGundy, of the University of California. Root rot of sweet orange seedlings caused by the fungus *Thielaviopsis basicola* was most severe at soil temperatures below the optimum for both the fungus and seedlings. Since such temperatures

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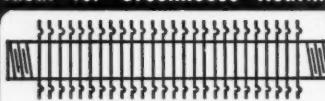
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prevail in most citrus soils in California between November and April, the influence of this fungus will be most significant during this period. It is significant that when soil temperature is optimum for growth of sweet orange, the fungus is unable to cause so great damage, even though the same temperature may be optimum for the fungus also.

Here is a clear illustration of increased susceptibility to infection with lowering of soil temperature. Such an example may be viewed as a warning against indiscriminate extension of host ranges of plants into more northern areas where colder soil temperatures prevail, even though such plants may be sufficiently hardy to increased cold above-ground.

Internal chemicals exuded through leaf hairs may cause yellowing and blighting of entire leaves of plants, according to S. Ivanoff, of Mississippi State University, State College. Although studies were made with cantaloupes, the phenomenon of droplet exudation from leaves (guttation) is common among many plants, including trees. In this study, exudations left a residue of white crystalline lumps following evaporation and were indiscriminately localized or covered major areas of leaf surface.

The droplets did not always cause injury, depending on conditions favorable for reabsorption, but when injury did occur, the injurious action either was internal or on the leaf surface. Various salts (NaCl, KCl, K₃PO₄, Na₂PO₄, Na₂HPO₄) produced different types of leaf lesions when exuded in solution through leaves. Guttation results when water is absorbed more quickly than it is lost to the atmosphere. Guttation droplets with an excess of soluble chemical compounds may be indicative of an excess of such compounds in soil water. Accordingly, injury of this type can be avoided in most cases with proper use of fertilizers.

Liming of soil may provide resistance to disease, according to R. Stall, of the Florida agricultural experiment station, Gainesville. In a study of botrytis of tomatoes, heavy liming (9,000 pounds per hydrated lime/A) of soil with pH of 4.3 to bring it to pH 7.0 decreased gray mold of tomato fruits by 10 times, compared with light liming (600 pounds/A) to create a pH of 5.0. Amount of foliage disease was positively correlated with amount of fruit blight. No difference in disease development occurred on application of microelements of copper, zinc, iron and manganese.

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These data provide an excellent example that liming can reduce susceptibility to certain diseases. But as a coin has two sides, it must be recognized that liming can also increase susceptibility to some diseases, and for this reason this type of disease control must be approached with caution.

Several papers presented at the meeting on diseases of shade and forest trees will be summarized in a later issue of the American Nurseryman.

HOUSTON OFFICERS

At a recent election, the Houston Landscape Nurserymen's Association chose George Beck, Beck's Nursery, Liberty, Tex., as president for the coming year. Other officers are Tom Condon, Condon Gardens, vice-president; Paul Robinson, Paul's Green Thumb Nursery, secretary, and Ross Hart, Sears' Garden Center, treasurer.

HOLLY SOCIETY MEETS

[Continued from page 7]

England, where he saw plants growing in British gardens. Upon his return to America he resolved to discover what hollies he could find to approximate those he had seen abroad.

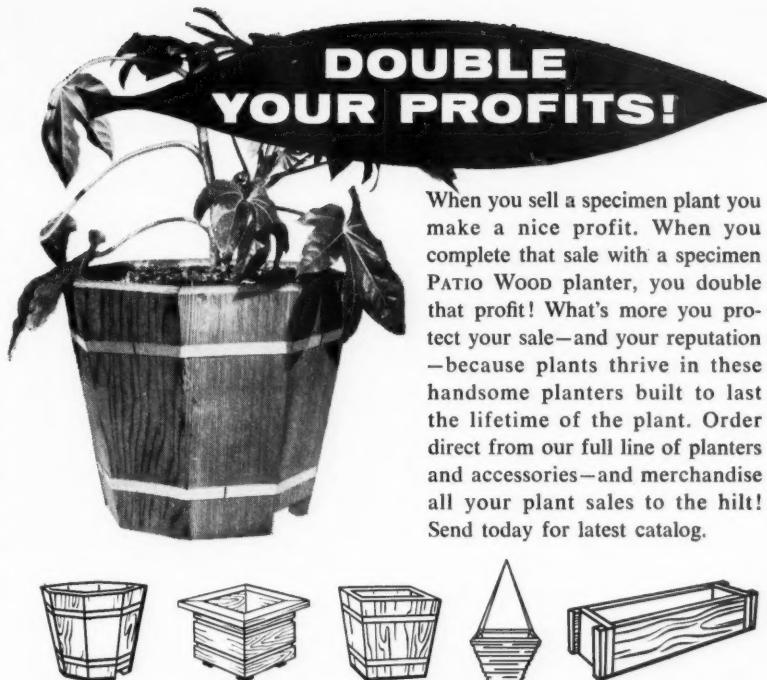
Planting Started in 1920

The first planting he made in his woods at Falmouth in 1920 consisted of six plants of a fine holly originated at the New York Botanical Garden, one of which is now 34 feet tall. He found that through deep trenching, good hollies could be grown in the poor soil of the cape and gradually added to his collection many more hollies native to the region.

Soon, Mr. Wheeler continued, he began an arboretum of all the hollies that would grow in his area, testing the various types under somewhat uniform conditions for comparison purposes. He hopes the arboretum will be useful to the public in demonstrating which hollies will grow on the cape, as well as in serving as a game preserve and bird sanctuary.

Hollies, Mr. Wheeler said, are too heavily foliated to be massed by themselves. He recommended mixed plantings with white birches, dogwoods, franklinias or magnolias for best effect. He displayed a number of large fruiting branches of some of his named varieties and gave descriptions of their origin, habits and uses. He considered Emily, with berries fully one-half inch in diameter, an excellent holly.

At the conclusion of his talk, Mr. Wheeler was given a standing ovation.



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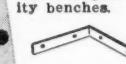
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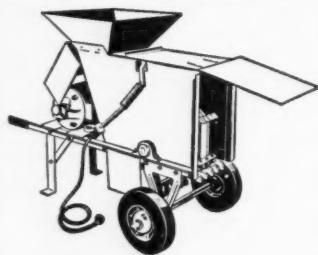
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for his outstanding work with hollies in the New England area and for his efforts to share the knowledge he had gained with all holly enthusiasts.

Hollies in the Landscape

The morning program ended with a talk on the uses of hollies in landscaping, by Mrs. Byam K. Stevens, Holly Hedge Nursery, Centerville, Md. Landscaping, she said, is not an exact science, for no two people fully agree on what is, or is not, an attractive arrangement of plants. It is up to the homeowner himself to plan, or to approve, the setting according to his tastes and needs.

She stressed the need of studying carefully the growth habits of the plants to be used in the design and the importance of planting according to a definite plan, preferably one devised by a landscape architect.

Mrs. Stevens places the hollies at the top of her landscape list, because of their versatility. They can stand alone as specimens, be planted as bold groups or mixed with other evergreens—all with equal success. There are hollies for every garden requirement, but few persons realize how many different varieties, shapes and sizes are available.

To point up the wide range of growth habits in the genus, she cited two American hollies, Maryland Dwarf and Natalie. The former is a ground cover, rarely more than 18 inches tall, with a spread of several feet, while Natalie is a stately tree, ideal for specimen use.

She urged holly nurserymen to become familiar with the ultimate size and form of each species and cultivar that they grow in order to assist their clients in obtaining the proper plant for its intended location. The American, English and Chinese hollies make excellent hedges and may also be used in boundary or windbreak plantings or for screening about a garden.

She related that the Holly Hedge nursery maintains demonstration hedge plantings of different varieties, so that customers can see the varying growth habits, note the spacing required and visualize how the planting would appear on their own property.

In discussing the uses of hollies for foundation planting, Mrs. Stevens warned against overplanting. The correctly spaced foundation planting may look sparse at the beginning, but there must be some compromise to allow for full growth and the final effect desired.

One way to avoid the pitfalls of foundation plantings is to mark each plant location with a stake and then

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circle it with a hose or white streak of lime or fertilizer to denote the final line of growth. In this way one can see how close the hollies will be as they approach maturity.

To take care of the open spaces in the foundation plantings, Mrs. Stevens said, her nursery sinks hollies in baskets as fillers and leaves them there until they grow too large or are encroached upon by the permanent plants. It is a simple matter, then, to take them out and move them elsewhere. Mrs. Stevens illustrated her points with a series of colored slides showing the uses of the various hollies for the purposes she outlined.

Holly-Growing Panel

After lunch, Vice-president Richard Wyman, Sr., moderated a panel on growing holly in the Cape Cod area. Participants were John Cowles, superintendent, the Dexter Estate, Sandwich, Mass., and George Graves, horticulturist and nurseryman, Vineyard Haven, Mass.

Mr. Graves called attention to the fact that differences in the soil and climate help account for the differences in appearance of the hollies in the area. He is more particularly interested in the English hollies rather than the American, because of the glossier leaves of the former.

He asserted that four fifths of the American holly cultivars should be discarded. He cautioned, however, that it will take from 30 to 40 years for an adequate evaluation of any named variety. Any deemed worthy of further propagation should be so distinguishable that it can be recognized readily from some distance away.

He lives, he said, next to an area of four to five acres of *Ilex glabra*, and there exist all types of variations among these hollies. One cannot, however, merely pick one out and determine that it would be satisfactory for some specialized landscape use; he must grow it elsewhere for a number of years to see if the distinguishing character persists.

He considers the English holly Firecracker not hardy and the so-called Whitney hollies badly confused with respect to nomenclature. He also stated that *Ilex pedunculosa* and *yunnanensis* are of little value for landscape use but do have some merit for breeding purposes.

Mr. Cowles, who superintends the estate of the famous Dexter rhododendrons, recounted his experiences with hollies in the New England area. He knows of places along the seashore, he said, where American hollies are being continually covered

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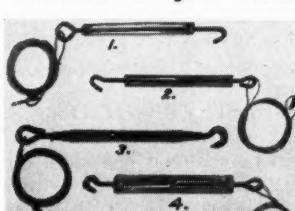
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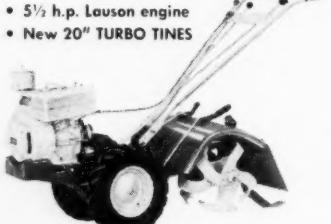
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with sand and continue to reroot as they grow upward.

These become most picturesque and wide spreading in habit. They seem to take the salt spray with little damage. Hollies along the ocean have their tops "pruned" by the wind and grow only about an inch a year. Cuttings from such trees, however, grow at a normal rate when planted in more ideal situations.

Regarding hurricane damage to hollies, Mr. Graves cited flooding by sea water as probably the most destructive storm factor, though salt spray and wind also cause injury. Mr. Cowles stated that even if the leaves are blown from the trees the permanent damage is not too great.

Mr. Wyman remarked that hurricane Donna, with winds up to 100 miles per hour, apparently drove salt spray into the leaves, causing some damage. He believes, however, that the American hollies are fairly resistant to salt injury and that hollies may actually need some salt. Chlorine, he said, is an element that helps to harden a plant off. He has tried some limited experiments using salt in very small quantities as a fertilizer and so far has had good results. He suggested trying this on a limited scale.

Joseph K. Lilly III, Holly Acres, whose plantings were subjected to hurricane Donna, considers the injury to his plants as slight, since the buds and wood are still green and healthy. The English types seemed to survive the storm better than the American, with the possible exceptions of a few varieties. He recommended washing off any hollies subjected to excessive salt spray immediately after a storm, especially if not much rainfall accompanies the hurricane.

Louis H. Carter, East Orleans, Mass., stated that the greatest damage to his hollies occurred on leggy plants. Plants pruned tight and close showed little injury.

The panel was followed by a highly interesting demonstration on the use of holly in flower arrangements, by Lewis H. Lawrence, H. V. Lawrence, Inc., nurserymen and florists, Falmouth.

Question Box

The 29th meeting ended with the "Holly Question Box," moderated by Daniel G. Fenton, trustee, New Jersey Silica Sand Co., Millville, N. J. This feature of the society's meetings has become a popular part of the program. A brief summarization of the questions and answers follows:

Q. How can one keep birds from eating berries in holly orchards?

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A. A combination of a carbide gun and fire-cracker ropes is working satisfactorily at the orchards of the New Jersey Silica Sand Co. One disadvantage of a carbide gun is that the water freezes during cold weather; fire-cracker ropes should be used at this time. Birds are exceptionally fond of the berries of the American holly East Palatka.

Q. Why do not the green berries on Ilex vomitoria turn red?

A. Probably because of the holly berry midge, the same insect causing similar trouble with the berries of American holly.

Q. What causes purple blotches or black spots on hollies in the fall and winter?

A. About eight years ago the Brooklyn Botanic Garden ran many tests but was unable to associate this condition with any disease. It appears more often on some varieties and is more prevalent in some years than others. It seems to appear after a few sharp frosts in early fall but then disappears after a few days of Indian summer weather. It may be associated with some minor element deficiency.

Yellow-Berried Varieties

Q. What is the best yellow-berried American holly?

A. That depends on the section of the country. Morgan Gold and Boyce Thompson xanthocarpa are both excellent; Goldie is too orange for a true yellow-berried holly.

Q. Does the trade prefer a single or multiple-stemmed holly?

A. This also depends on the situation; some nurserymen prefer single, some prefer multiple. The foliage of single-stemmed plants seems to be less thick than that of the multiple-stemmed hollies. For orchard purposes there seems to be no difference.

Q. How large a holly can be moved?

A. The only limit seems to be a financial one. A 35-foot holly was successfully moved near Baltimore, Md., at a reputed cost of about \$3,000. The original Old Heavyberry was successfully moved recently in New Jersey when it was 125 years old.

Q. How should young holly cuttings be planted?

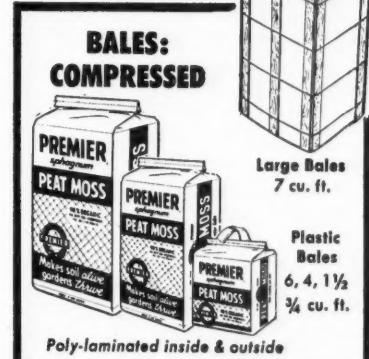
A. Use proper-size containers with a mixture of one-third each of sand, peat and perlite or the same proportions of sand, soil and peat. But get some substance first in the root systems.

Q. What can I do to make my hollies bear more heavily?

A. They are probably growing too

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6 to 9 ins., S.....	7.50	65.00	
2-yr., 9 to 12 ins., root-pruned	15.00	125.00	
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Mahonia aquifolium			
1-yr., S.....	6.50	50.00	
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2-yr., S.....	10.00	85.00	
European Mountain Ash			
1-yr., 6 to 12 ins., S.....	7.50	65.00	
1-yr., 12 to 18 ins., S.....	10.00	85.00	
Syringa amurensis japonica			
2-yr., 6 to 12 ins., S.....	10.00	85.00	
2-yr., 12 to 18 ins., S.....	15.00	
Syringa vulgaris			
2-yr., 6 to 12 ins.....	7.50	65.00	
2-yr., 12 to 18 ins.....	10.00	85.00	
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Viburnum carlesii			
1-yr., 4 to 6 ins.....	12.50	100.00	
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Viburnum dilatatum			
1-yr., 6 to 12 ins., S.....	10.00	85.00	
Viburnum lantana			
2-yr., 6 to 12 ins., S.....	10.00	85.00	
2-yr., 12 to 18 ins., S.....	15.00	125.00	
Viburnum lentago			
1-yr., 6 to 12 ins.....	10.00	85.00	
Viburnum opulus			
1-yr., 6 to 12 ins.....	10.00	85.00	
Viburnum sieboldii			
1-yr., 6 to 12 ins.....	10.00	85.00	
2-yr., 12 to 18 ins.....	17.50	150.00	
Viburnum tomentosum			
1-yr., 6 to 12 ins.....	10.00	85.00	
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well. This tends to induce vegetative growth rather than berrying. Shock them by root pruning.

Q. Does the removal of berries from a holly cutting help to speed up and improve rooting?

A. Not necessarily and probably not.

A list of 11 newly named hollies registered and approved by the holly society was distributed at the meeting.

The society was honored by the presence of Dr. Shiu-ying Hu, Arnold Arboretum, Jamaica Plain, Mass., who is noted for her taxonomic studies on the hollies of the world. Dr. Hu graciously donated reprint copies of her latest work on Chinese hollies to be sold for the benefit of the holly research fund.

PURCHASES INDIANA FIRM

The Boltman Co., Inc., Rochelle, Ill., supplier of Gold Crown brand strawberry plants, garden roots and packaged small fruit plants, announced recently its purchase of the Circle City Sales Co., Indianapolis, Ind. The Illinois firm will take over and distribute Circle City's line of garden supplies, including Oak Grove leaf mold, Tri-Ply tree wrap, Emerald Carpet planter moss and garden stakes and labels.

HOLLY STORY CORRECTION

In the identification of the flowers of *Ilex verticillata* pictured on page 12 of the November 1 issue of the American Nurseryman, a typographical error was made in distinguishing the right-hand flower of the pair as the female bloom. Actually, the right-hand bloom is the male type and the left-hand flower is the female form.

An additional typographical error was made in the cover illustration notes of the November 1 issue which stated that the specimen of *Ilex pedunculosa* was 6 years old rather than the correct age of 26 years.

CO-OWNERS Mr. and Mrs. E. H. Moore have opened the Lakeview Nurseries & Garden Center, Bartlesville, Okla., with Robert Brown as manager. Nursery growing grounds are located near Afton, Okla., and at Pleasanton, Kan.

HONORED with the Iowa State Horticultural Society's certificate of merit award at the group's recent annual meeting was Dwight W. Hughes, Cedar Rapids Nursery, Cedar Rapids, Ia., president of the Iowa Nurserymen's Association.



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December 5 and 6	Minnesota State Nurserymen's Association Lowry hotel, St. Paul, Minn.	Don Cooper John McLaren
January 2 to 4	Western Association of Nurserymen Hotel Bellerive, Kansas City, Mo.	Bill Smart
January 3 to 5	Indiana Association of Nurserymen Purdue University, Lafayette, Ind.	Bob True
January 12 to 14	Iowa Nurserymen's Association Sheraton-Montrose hotel, Cedar Rapids, Ia.	D. S. Lake John McLaren Don Cooper
January 16 to 18	Illinois Nurserymen's Association Hotel La Salle, Chicago, Ill.	D. S. Lake Bob True John McLaren Bill Smart C. P. Van Tol
January 24 to 26	Michigan Association of Nurserymen Hotel Pantlind, Grand Rapids, Mich.	Bob True

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